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DENVER, COLORADO

No. 3





**AUGUST 1930** 

Official Organ of the AMERICAN NATIONAL LIVE STOCK ASSOCIATION

PUBLISHED MONTHLY

ONE DOLLAR A YEAR

# THE TERMINAL MARKETS—

## Their Value to the Producer

ARKETS for any commodity are generally a process of evolution. They are developments over decades, to which a great deal of time and thought has been given. The first terminal market in America was established at Cincinnati in a crude way almost one hundred years ago, and from that has grown the present system of central live-stock markets.

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Swift & Company, U.S. A.

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# THE PRODUCER THE NATIONAL LIVE STOCK MONTHLY

Volume XII

DENVER, COLORADO, AUGUST, 1930

Number 3

# National Meat Consumption and Population Growth

BY JOHN H. NOBLE

Assistant Director, Armour's Live Stock Bureau, Chicago, Illinois

of basic importance in the diet of countries whose national characteristics have been energy, vitality, and accomplishment. The people of the United States have included large proportions of meat in their diet since earliest colonial history, and it is of interest to compare the growth in the population of this country with the increase in our national meat consumption. Moreover, it does not seem improbable that the changes in per-capita meat consumption of the future may correspond to some degree with changes in the national characteristics of this country.

Unfortunately, no information is available from which the total annual meat consumption in the United States can be determined exactly. The root of the difficulty is found in the absence of any records showing the annual farm and retail slaughter of animals for meat. However, information concerning farm slaughter is being obtained every tenth year in connection with the census, while complete data on wholesale slaughter are obtained every second year. Using these and other available sources of information, the Department of Agriculture has prepared estimates covering the period from 1900 to 1929, showing, exclusive of poultry and fish, (1) total annual meat production, (2) total meat consumption, and (3) per-capita meat consumption. While these data must be recognized as estimates, they are probably quite satisfactory for use as an indication of the trend of meat consumption in the United States.

As an example of the kind of data acquired, percapita and total meat consumption in the United States for 1929 was estimated to be as follows:

|                 | Total Consumption<br>(Pounds) | Per-Capita Consumption<br>(Pounds) |
|-----------------|-------------------------------|------------------------------------|
| Beef            | 6,247,000,000                 | 51.4                               |
| Pork            | 8,836,000,000                 | 72.8                               |
| Lamb and mutton | 703,000,000                   | 5.8                                |
| Veal            | 821,000,000                   | 6.8                                |
| All meats       | 16,607,000,000                | 136.8                              |
| Lard            | 1.735 000 000                 | 143                                |

#### United States Meat Consumption in 1929

During the calendar year 1929 the people in the United States consumed two-tenths of 1 per cent more meat than in 1928, according to the government estimate. However, during this same period the increase in the population was probably more than 1 per cent. This means that during 1929 the average weight of meat consumed per capita declined nearly 1 per cent. The following table gives the percentage change in total meat consumption during 1929 for the different classes of meat, together with the same information on a per-capita basis:

#### MEAT CONSUMPTION IN 1929

(As Percentage of 1928)

|                 | Total National<br>Consumption | Per-Capita<br>Consumption |
|-----------------|-------------------------------|---------------------------|
| Beef            | 100.6                         | 99.4                      |
| Pork            | 99.7                          | 98.5                      |
| Lamb and mutton |                               | 103.6                     |
| Veal            | 99.9                          | 100.0                     |
| All meats       | 100.2                         | 99.1                      |

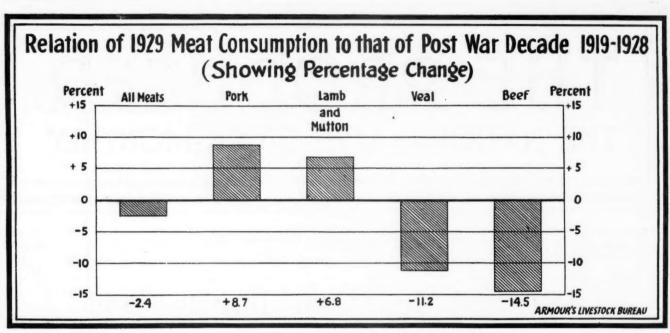


FIGURE 1

A slightly greater tonnage of beef was consumed in the United States during 1929 than during 1928, but the average per-capita consumption was a little below the previous year, on account of the growth in population. On the other hand, pork consumption in 1929 dropped a little from the 1928 level in the aggregate tonnage consumed in this country, while the percapita consumption was down 1.5 per cent from the previous year. Lamb and mutton consumption increased substantially both in aggregate tonnage and on a per-capita basis, while veal consumption in 1929 was little changed from its 1928 position.

It is also of interest to compare the 1929 meat-consumption figures with the average for the ten-year period, 1919-28, representing the period of post-war adjustment. As shown in Figure 1, the per-capita consumption of all meats in 1929 was 2.4 per cent less than the average for the preceding ten years. Pork consumption, however, was nearly 9 per cent above the average for that period, and lamb and mutton consumption nearly 7 per cent above. On the other hand, beef consumption was down 14.5 per cent from the average of the post-war period, and veal consumption was down 11.2 per cent.

#### **Cycles in Meat Consumption**

When considering the present status of meat consumption in comparison with recent years, cognizance must be taken of the current position of the livestock production cycles. The effect of the long swings in the cattle-production cycle can be traced directly in the movement of meat consumption as a whole. In like manner, the shorter swings of hog production tend to produce a zigzag effect in the movement of

total meat consumption. Since mutton and lamb make up such a small proportion of the total volume of meat in the national diet, the swings of the sheep cycle do not greatly influence the movement of the aggregate national consumption of all meats. Fluctuations in veal-eating are similarly unimportant in affecting the general trend.

Consequently, meat-consumption figures for the calendar year 1929 might have been expected to fall below the level of recent years, because beef production was approximately at the bottom of the production cycle, while hog marketings were likewise starting to move downward in the cycle swing. Although the sheep cycle was then approaching a production peak, its influence on total meat consumption is ineffective, as explained in the preceding paragraph.

Under the same line of reasoning, we should expect the meat-consumption figures for 1930 to run below the average of recent years, since cattle slaughter for 1930 can scarcely be expected to show much of an increase, if any, while the normal trend of the hog-production cycle is downward for 1930. Following the year 1930, with both hog and cattle cycles moving upward, an increase in per-capita meat consumption will probably occur.

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#### Meat Consumption and Human Population

The number of people in the United States has been growing steadily from one decade to another, and each new census has revealed a continuation of about the same rate of growth portrayed by the previous census. According to estimates appearing in a recent study prepared by Dr. O. E. Baker, agricultural economist of the Department of Agriculture, the popu-

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lation of the United States in the year 1960 A. D. may be expected to reach a figure around 160,000,000, or a growth of nearly 40,000,000 people compared with the present population of this country. At any rate, barring further change in immigration policy or some great national disaster, it seems safe to expect a substantial growth in the population over the next few decades.

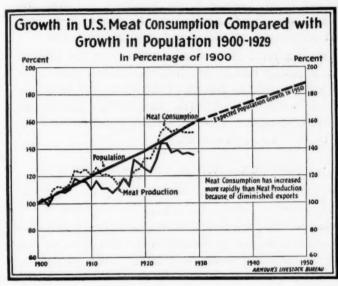


FIGURE 2

In Figure 2 are shown the trend of population of the United States from 1900 to 1929, and the expected growth from 1929 to 1950, based on the estimates appearing in Dr. Baker's study. Compared with this trend of population are shown the annual national consumption of meat and the annual national production of meat, according to the government estimates. Clearly the national meat consumption has mounted almost as rapidly on the scale as have the population figures, with the exception of the period during which the World War was in progress. This in itself is reassuring; for it indicates that the amount of meat in the diet of the average American is not diminishing appreciably from the position held in former years.

This reassurance is shaken somewhat, however, by an examination of the comparative trend of meat production in this country. Beyond question, the rate of growth in meat production in the United States is falling behind the rate of population growth, and is falling a corresponding distance behind the rate of growth in meat consumption. The present level of meat production, as indicated in Figure 2, is lower in relation to both meat consumption and population than it has been at any time during the period covered by this study.

#### Relation of Meat Consumption to Meat Production

All meat consumed in this country must come from one of two sources—viz., from our own production or

from meat imports. Thus far meat imports have never assumed significant proportions, while, on the other hand, more than 10 per cent of all meat produced in this country in 1900 was exported, and during the war period a mark of nearly 15 per cent was reached.

It must follow from these facts that, if national meat consumption has increased more rapidly than national meat production, the result has been accomplished at the expense of our export meat trade. The extent to which our export trade has suffered in recent years is definitely set forth in Figure 3. Here has been graphed the proportion of all meat produced which has been exported annually from 1900 through 1929. Since the export figures represent total meat exports less meat imports, the difference between them and total meat production shows the amount of meat consumed in this country.

From 10.5 per cent of total meat production in 1900, net meat exports fell to less than 1.5 per cent in 1914. Then, during the war period, they mounted rapidly, but since that time have fallen away, until during the past three years they have ranged between 1 and 1.5 per cent of the aggregate tonnage of meat produced in the United States.

Clearly this country is rapidly approaching a balance between imports and exports of meat, and further increases in per-capita meat consumption at the expense of exports will be impossible. Consequently,

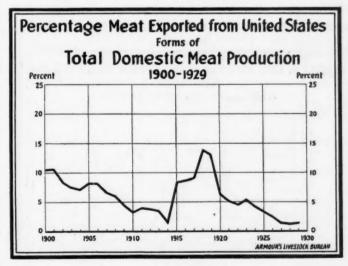


FIGURE 3

if meat production continues only at its present rate of growth, meat consumption may fall behind the pace set by the population figures, or resort may be had to substantial imports. Indeed, this point has practically been reached at the present time, and, on the basis of the present trend of meat production, the average person in the United States during future years may need to be content with less meat, or we

must begin the importation of meat on an extensive scale. Quite possibly neither contingency may develop; for meat production seems certain to increase pronouncedly with the upturn of the cattle- and hogproduction cycles, similar to that from 1917 into 1923.

It does not seem probable that the United States, with its vast resources for live-stock production, will have to depend on other countries for its meat supply. Nevertheless, there is a basis for optimism regarding the future of the live-stock industry; for apparently the United States will soon be able to consume at good prices all meat produced here.

#### Beef Consumption Lags Behind Other Meats

Quantities of beef consumed tend to be great when beef prices are at a low level, and tend to fall away as beef prices move to higher levels. Thus, in countries where many cattle are raised in relation to the number of people, beef consumption per capita is usually found to be high, as shown in the following table:

DENSITY OF CATTLE POPULATION AND PER-CAPITA
BEEF CONSUMPTION

| Cat            | tle per 1,000<br>People* | Beef Consumption<br>per Capita† |
|----------------|--------------------------|---------------------------------|
| Argentina      | 3,341                    | 260.7                           |
| Australia      | 2,104                    | 125.3                           |
| Canada         | 977                      | 68.8                            |
| United States  | 465                      | 65.8                            |
| France         |                          | 45.9                            |
| Germany        | 295                      | 40.2                            |
| United Kingdom | 274                      | 64.0                            |

From this evidence we conclude that changes in the amount of beef consumed are probably caused

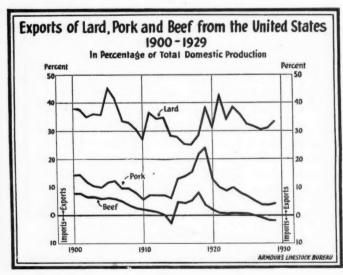


FIGURE 4

more by changes in economic conditions than by fluctuations in the popularity of beef as compared with other meats. If beef is cheap in relation to other

commodities, more beef will be consumed than under other conditions. On the contrary, a declining level of purchasing power extending over a period of years may be expected to result in a smaller volume of beef consumption.

Beef consumption in the United States since 1900 has failed to keep pace with the growth of population in this country. However, this result must not be ascribed to any decline in the popularity of beef, but to the failure of domestic beef volume to keep pace with population growth, due to rising beef costs.

The low level of beef consumption at the present time is partly due to the fact that cattle production has just passed the trough of the cycle, and beef production is still at a low level. Increasing consumption of beef may be expected with an increase in the number of beef cattle produced.

#### United States Now on Beef Import Basis

Prior to the rise of Argentina as a great beef-producing country, the United States led the world in the volume of beef exported. Now, however, Argentina has superseded us in the world beef trade, as our home demand for beef has expanded with a rapidly growing population. From 1900 to 1913 the volume of beef exported from the United States fell off sharply (see Figure 4), and in 1914 the volume of beef imports exceeded total exports only by an amount equal to about 3 per cent of the total amount of beef produced in this country. Then came the opening of the World War, bringing a sharp increase in the volume of beef exports. From 1915 through 1918 exports continued to rise, and in the latter year the United States exported approximately 8 per cent of all beef produced. Following the close of the war, beef exports have dwindled away, and at the present time beef imports exceed beef exports. For example, during 1929 the excess of beef imports over beef exports amounted to about 2 per cent of total domestic production. This figure is still somewhat above the import figure reached in 1914, but if the present trend toward greater beef imports should be continued, the United States would soon assume a leading position among the world's beef-importing nations. This trend toward greater imports, however, is not expected to continue.

Here, again, the beef-production and price cycle is an important factor, and if cattle numbers in the United States increase, as anticipated on the basis of the cycle theory, beef imports will probably diminish in volume, and may then be exceeded by beef exports. It does not seem probable, however, that the beef-export trade will ever assume great proportions, barring, of course, the possibility of another world emergency.

<sup>\*</sup>Latest estimates available.

<sup>†</sup>For 1927, with exception of Australia, which is for 1925.

#### Pork and Lard Consumption

Contrasting with the failure of beef consumption to keep pace with population, pork consumption is now well in advance of population in growth since 1900. (See Figure 5.) Pork consumption fell off

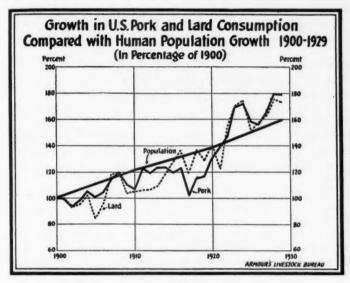


FIGURE 5

sharply during the war period, when exports were extremely high. During 1919, 24 per cent of all pork produced was exported, comparing with 6 per cent of total production exported in 1914. Since 1920 pork exports have fallen off rapidly, while domestic consumption has advanced, until pork consumption per capita is now (average for the period 1921-29) substantially greater than at any time in the preceding twenty years.

As might have been anticipated, lard consumption has tended to move in conformity with pork consumption. During the war period, however, lard exports failed to show any increase commensurate with the increase in pork exports, and domestic consumption of lard during that period was relatively much higher than pork consumption. (See Figures 4 and 5.) Since the war period pork exports have fallen away, and in 1929 the export figure was only about 4 per cent of total production. Apparently the people of the United States will soon be consuming all the pork produced in this country. Lard exports, on the other hand, have continued at a high level, although falling away somewhat from the peaks reached in 1919 and 1921. More than 33 per cent of all lard produced in this country during 1929 was exported, while the average percentage exported from 1900 through 1928 was 33.8. The export market for lard is an important factor in the hog situation, and from present indications the United States will continue to export large quantities of lard after the foreign trade in pork has become insignificant.

#### Lamb and Veal

Veal consumption has grown much more rapidly since 1900 than pork, beef, or lamb, with the 1929 veal consumption per capita over 300 per cent of the 1900 figure. (See Figure 6.) On the other hand, population in 1929 was only between 150 and 160 per cent of 1900, lamb and mutton consumption was only about 136 per cent of 1900, pork consumption about 180 per cent, and beef consumption about 121 per cent of the respective figures for 1900.

An interesting feature of the increased veal consumption is the fact that prices of veal have been well maintained in the face of the greater supply available for consumption.

Consumption of lamb and mutton, although showing a steady growth for the past seven years, has failed to keep pace with the increase of population. There is apparently opportunity for much further development in the encouragement of consumers to demand more lamb.

GROWTH IN VEAL CONSUMPTION AND LAMB AND MUTTON CONSUMPTION COMPARED WITH GROWTH IN POPULATION

(In Percentage of 1900)

|      |   | Veal  | Lamb and<br>Mutton | Population |
|------|---|-------|--------------------|------------|
| 1900 | 030000000000000000000000000000000000000 | 100.0 | 100.0              | 100.0      |
| 1905 | ******************                      | 171.7 | 105.4              | 110.5      |
| 1910 | **********                              | 238.5 | 115.5              | 121.0      |
| 1915 | ***********************                 | 161.5 | 120.7              | 130.1      |
| 1920 | ***********************                 | 303.8 | 114.3              | 139.1      |
| 1925 | *********************                   | 378.9 | 115.7              | 151.6      |
| 1929 | *************************************** | 309.8 | 136.2              | 159.7      |

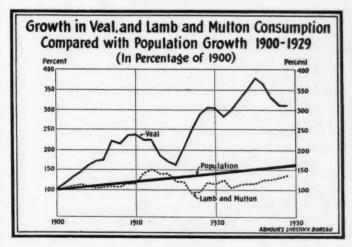


FIGURE 6

#### Conclusions

- 1. Failure of meat consumption to keep pace with population growth in 1929 is not significant, because that year marked the approximate low point of the cattle-production cycle and the beginning of the downward swing of the hog-production cycle.
- 2. Meat production in the United States has not grown so rapidly as indicated by the meat-consump-

tion figures, because the proportion of total meat production exported is now much smaller than formerly.

- 3. The human population of the United States is expected to continue to grow rapidly for at least two more decades. If meat consumption keeps pace with this growth, it will necessitate a definite upward trend in live-stock production, unless resort is to be had to meat imports.
- 4. The total volume of meat exported from the United States at the present time is relatively unimportant in relation to the total volume of meat produced.
- 5. Beef consumption has definitely failed to keep pace with population growth during the past thirty years, and considerable beef has been imported recently. However, importations of beef are expected to become less important with the upward movement of the cattle cycle.
- 6. Per-capita pork and lard consumption has increased rapidly, especially during the period since the World War.
- 7. Veal consumption has grown more rapidly in relation to 1900 than pork, beef, or lamb. Consumption of lamb and mutton since 1900 has failed to keep pace with population growth.

#### ONE KIND OF CO-OPERATION

BY KENNETH D. OLIVER

Manager, Field Department, Pacific National Agricultural Credit Corporation, El Paso, Texas

Co-operation SEEMS TO BE A VERY POPULAR word these days. Co-operative movements are everywhere; but, as others are writing about that, I am not going to go into it. I am, however, going to touch on a form of co-operation that perhaps you have not thought of, and that is co-operation between you and the man you borrow your money from.

It has often been said—and very truly—that credit is based on mutual confidence; and mutual confidence cannot exist unless each side has a thorough understanding of the other's business. Therefore, complete co-operation between the Borrower and the Lender is greatly to be desired.

You would be surprised if I should tell you of the great difficulty we at times encounter in getting a simple financial statement from an applicant for a loan. Some borrowers seem to think that we are prying too deeply into their business when we ask them whom they owe and how much. And it is almost an insult to ask them how much money they have in the bank. This, of course, is all very silly on their part; for they should know that, if we are going to hand out money. we want to know all about the man to whom we hand it. Mind you, I do not mean that all applicants are secretive and mysterious in their attitude, and evasive in their answers. If they were, we would not have any business at all.

I remember reading somewhere a very good definition of credit. It said that credit was based on the three C's—Character, Capacity, and Capital. Character represents that part which insures a man's doing the right thing; it embraces his

moral code—his willingness to pay. Capacity is that which makes things possible of accomplishment, and includes experience and knowledge. Capital is that portion of worldly goods that a man puts into a venture. Any man that possesses the three C's is a good risk.

The taking of the application is, of course, only the initial step. References are investigated, and the entire set-up as presented in the application is analyzed. If it appears to be a loan that can be made, the cattle or sheep are inspected and counted, and the inspector's report shows the numbers by age, sex, and the marks and brands. If the inspection shows a satisfactory situation, the loan is made.

Consideration must be given as to whether the applicant owns or leases his range. If he owns it, and owes too much on it, it is not so good, as the land interest charge, plus the taxes, will break his back. If he leases it, and has only a short-time lease which would expire during the life of the loan, we are not interested in making the loan, as manifestly we do not want a loan on a bunch of cattle or sheep that have no home.

It is a tragic fact that in the past, and at times in the present, loans are made by people who are not experienced in the matter of financing the stockman. The results have been disastrous to the stock industry as well as to the loaner. Just counting the cattle, and taking a note and mortgage, is not all there is to it, by any means. We want to know all about a man, his family, and his friends. We want him to be comfortable and contented, and we want his family to have comforts.

I often suggest to a borrower that he install at his ranch an electric system which will light the house and run a refrigerator and a sewing-machine. Sounds funny, does it not, for a man who loans money to advocate these things? But let me tell you something: If the woman is comfortable and satisfied with her ranch home, she stays there, and the man is better satisfied and our security is better cared for. You see, money-loaning is not just dollars and cents, after all. There is a big human side to it.

A big responsibility rests on the shoulders of the man who borrows money; also, a big one rests on the shoulders of the man who loans the money. The two must work together for the preservation of the security and toward ultimate liquidation; for you must not forget that this money you borrow must some day be paid back, plus interest.

When you borrow money, you may know that the man from whom you borrow it has complete confidence in you—not only in your integrity, but in your ability as well. He has looked you up and checked you up, and knows you will make good. And you must co-operate with him in every way, to the end that some day you will be able to liquidate your entire indebtedness and have your outfit clear.

Now, we have said a lot about checking up the borrower. How about your checking up the loaner? You do not buy a suit of clothes unless you know your merchant is O.K. and handles good-quality stuff. And you do not buy registered bulls without the papers and a transfer of them. So, why shouldn't you check up your loan company?

If your loan company is not handled properly by experienced men who know the game and who hold down loan values, and are careful to whom they loan money, it will go broke; and if you happen to owe them at that time, you will be in a hard fix, because the loan company will have to be liquidated, and you will be hurt in this liquidation.

Your banker or your loan company is very jealous of your activities, and watches the play from the side lines. If you

are making bad buys, or are a spendthrift, or do not attend to business, you will probably find it difficult to renew your loan when the year rolls around; but if you keep your house in order, attend to business, and show that you are worthy of the confidence reposed in you, the renewal of a loan is not very difficult.

You men in the breeding sections of the country have very different problems to cope with from those in the feeding sections. Loans in this breeding country must, of necessity, be of a longer maturity and of a different character than those made to feeders who have a quick turn-over and a daily enhancing value of security. Droughts will come, calf crops will be light, buyers will be scarce, and the original security—the old cow—is getting older every day.

The cattle in the feed-lots, and those in the Kansas pastures and on the alfalfa fields of certain valleys, are being converted into the finished product—beef—in a short space of time. They can be inspected and appraised by the banker almost daily, with no expense, and no damage to them. They are quickly convertible into cash. They are under fence and daily under your eye. The money loaned on them is required only for a short space of time, and the loan has a definite maturity date.

How about loans on breeding herds? It is difficult to set a definite maturity date. Long-time credit is needed. They are inspected only once a year, and if the outfit is large and in a rough or brushy country, it is well-nigh impossible to tally them all on one work; and even that one work does not do the cattle any good.

Your calf crop some years is small, on account of a drought perhaps, and so your income shrinks during that period; but your expenses do not shrink—they increase. You have to buy cake, pump water, and in many other ways spend more than you had planned on.

So, instead of being able to follow a carefully planned program which contemplated a considerable liquidation of your debt that year, you have to increase your loan and tighten your belt, and go at it again. Naturally, loan values on breeding herds cannot be so high as on stuff in the feed-lot or beefmaking pastures. There is more uncertainty as to the time of liquidation, and a great deal more uncertainty as to the amount of expense money required. All of these factors have a direct influence on interest rates and loan values.

Anybody can loan money, but it takes experience and years of training to loan it wisely. And even your experienced man, with a full knowledge of the business, finds that he has a hard row to hoe if the borrower does not give him complete co-operation at every turn of the road.

#### **EXCESSIVE BEEF PRICES**

BY JAMES E. POOLE

COMPLAINTS OF EXCESSIVE BEEF COST HAVE been running through the newspapers for thirty days past. This is the inevitable result of a sharp drop in live cattle. The fact that wholesale beef cost has declined 5 to 6 cents per pound, and even more, is the basis of censure of retailers as a group, who promptly come back with the stereotyped allegation that beef has been relatively cheap right along, that prices have been cut, and that meat-venders lose money handling beef, anyhow.

Retailers, in common with other commercial and industrial groups, are readily aroused to resentment by criticism. A popular fallacy is that our particular methods are as near

perfection as is humanly possible. In fact, we have an absurd habit of kidding ourselves on that score. We brag about proficiency until we actually believe our own story. Naturally retailers are resentful when the spotlight of publicity hits them. At the height of the Chicago agitation over beef cost, when the average market-owner kept a cleaver within reach wherewith to annihilate reporters assigned to research work on the subject, I happened to be in a neighborhood store when a woman was charged 60 cents per pound for mediocre round steak. On her departure, I told the shopman what I thought of his rapacity, reminding him that 40 cents per pound was his constant year-round price for round steak. His resentment took this form: "Ever hear of the bum who tacked a man for a dollar, saying he had not eaten for three days? The man suggested that he would be willing to compromise with a 25-cent donation, deeming that sum ample to break an involuntary fast. Said the bum: 'Gimme a dollar, or turn me down, mister; but don't try to tell me how to run my business!'

Every retailer in the country has that wheeze on his tongue's end in this emergency. Reporters assigned to prepare scare-head stories on this theme rarely get down to brass tacks. It is true that when dressed-beef cost advances sharply, retail charges follow promptly, while on such declines as have been recorded recently in the wholesale market, adjustment is slow. It is not true that the average retailer has money sticking out of all pockets, rivaling in that respect the modern bootlegger. The trouble does not lie with the individual, but with a system in which beef is penalized. Other meats fare better at the hands of the distributor.

The "constant price" principle is an injustice to beef. It has fastened its tentacles onto restaurant, hotel, dining-car, and other public eating-house distribution. Many of these public eating-houses substitute inferior beef, maintaining high prices meanwhile—a policy not uncommon in retail circles. The result is that many people have got out of the beef-eating habit. Other foods are numerous and cheap, so that the public is far from defenseless. Not many years have elapsed since a small beefsteak was a common breakfast order; under new conditions it has disappeared from that meal. Ask any restaurateur concerning his beef business, and the invariable reply is that it is limited, the usual explanation being: "People will not pay the price." The dollar steak is handicapped by 50-cent pork chops, little, if anything, more for lamb chops, and ham and eggs at a range of 40 to 60 cents, according to where you eat. Poultry is plentiful and cheap, the hatchery man having put every woman in the country with a back-yard and a penchant for growing chickens into that business. And even in the interior fish is reasonably cheap. Next time you dine on the rails, notice how cheap fish is on the dining-car menu, compared with beef, provided that the latter is available in other condition than corn-beef hash-a railroad stand-by.

Old man "Service Cost" is the bugaboo. "My rent, labor, and other costs are fixed and immutable," argues the retailer. A dining-car manager will become voluble on the subject of loss, whenever beef cost is broached.

Rising above all this smoke of discussion is the obvious fact that beef is penalized in the production scheme. Charges at retail and in public eating-houses are out of line with other meats. Inferior beef is costly, and finds an outlet merely because consumers make an effort to evade price. The same reason accounts for popularity of light beef. This excess cost is merely habit, but it is an expensive habit, so far as the cattle-raiser, conditioner, and processor are concerned. It accounts in large measure for a more or less demoralized cattle market, despite the lowest beef production in many years.

Can anything be done? "There oughta be a lawassert some; but legal remedies are impractical. Regulating price by legislation is as absurd as regulating personal habits. It is categoried among the things that can't be done. If evidence of conspiracy existed, legal procedure might be logical; but there is none. Neighborhood prices may be uniform, but in the great urban centers cost of the same grades of beef varies as much as 10 cents per pound, according to locality, the rule being to charge all the traffic will carry. The ancient wheeze that people buy only choice cuts is refuted by the fact that no part of the carcass goes into the rendering-tanks, and that, intrinsic value considered, the so-called coarse cuts are frequently the most costly. The problem has so many angles as to be insoluble. Beef in all probability will continue to be handicapped. The killer has no solution. There is a suggestion that packers go into the retail field-something they have no intention of doing, regardless of what the Department of Justice may do with respect to the so-called Consent Decree.

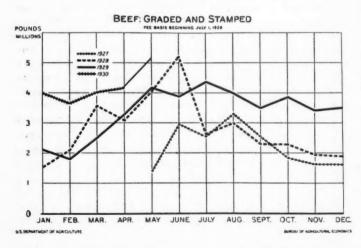
For that matter, bread is handicapped, although in less degree. That staple food is still vended at war prices. The Englishman gets his beef and bread at substantially less cost than the American. A little light on this subject would be interesting.

Meanwhile the ultimate consumer is assessed such stiff prices for beef as to maintain sales resistance that kicks right back into the cattleman's pocketbook. With abundance of other foods available, the consumer is not seriously concerned. He has many alternatives in conducting his dietary program. The trouble with the cattle market is that beef costs too much.

#### **BEEF-GRADING MAKING PROGRESS**

PROGRESS IS BEING MADE IN THE GRADING AND stamping of beef. Although quantities still fall somewhat short of the high mark reached in June, 1928—the last month before the service was changed from a free to a fee basis—they are gradually approaching that point and should soon overtake it.

From the latest report submitted by the Bureau of Agricultural Economics to the National Live Stock and Meat Board,



which has been directing, as well as paying half of the cost of, this work, it appears that for the ten months ending April, 1930, a total of 38,372,056 pounds of beef was government-graded, compared with 23,684,685 pounds for the same months of 1929, and (note the almost exact correspondence) 23,684,550

pounds in 1928. This means an increase for the ten-month period of about 61½ per cent. In April of the present year, 4,182,294 pounds were graded, against 3,281,399 pounds in April, 1929, and 3,075,050 pounds in April, 1928. The figure for June, 1928, was 5,201,350 pounds, slumping in the following month, when \$2 an hour had to be paid for the service by the person requesting it, to 2,622,801 pounds, or just one-half. Since then the trend of the curve, zigzagging up and down, has on the whole been ascending, as shown by the accompanying chart.

In carcass equivalents the first four months of each of the three years present the following array:

|          | 1928  | 1929  | 1930  |
|----------|-------|-------|-------|
| January  | 2,765 | 3,836 | 7,394 |
| February | 3,806 | 3,285 | 6,792 |
| March    | 6,464 | 4,630 | 7,445 |
| April    | 5,591 | 6,069 | 7,891 |

The grades now being stamped by the government are "Prime," "Choice," "Good," and "Medium." In addition to this, the large packers-the "Big Four"-have developed a grading system of their own, each stamping the two top qualities of beef. Armour's trade brands are denominated "Star Supreme" and "Quality Extra;" Swift's, "Premium" and "Select;" Wilson's "Certified" and "Special;" and Cudahy's, "Puritan" and "Rex." From the date of inauguration of this private service, August, 1927, to May 31, 1930, a total of 318,305 carcasses had been thus branded-90,231 of the first and 228,074 of the second grade. During the first five months of the current year the number of first-grade carcasses increased from 2,253 in January to 2,929 in May, while carcasses of the second grade rose from 4,690 to 30,051. This large growth is due to the fact that the second grade was not branded by all of the four packers until 1930. Unfortunately there are no figures showing the proportions of the different grades handled by the government.

Commenting on the relatively small increase in the volume of government-graded beef, C. V. Whalin, of the Bureau of Agricultural Economics, who wrote the report, emphasizes that this increase by no means measures the full import of the reform.

"Greater progress has been made than is represented in the tonnage of government-graded beef," he says. "Widespread interest in the idea exists. In fact, the movement seems to have stimulated a fundamental reform in beef-merchandising, and apparently in other lines of meats. Packers, large and small, are giving greater attention to selection, identification, packaging, labeling, and merchandising of beef and other meat according to quality. What is more significant and encouraging is the apparently well-founded rumor that the large packers especially are perfecting or have perfected a uniform system of selecting and grading, so that their qualities will be reasonably uniform—a progressive situation, if it is true, which did not exist prior to the beginning of this project."

In connection with the fear, expressed by some of the packers, that the government standard grade brand, if made compulsory, would destroy or replace the value of their private trademarks, Mr. Whalin points to the possibility, repeatedly mentioned in The Producer, of combining the two in such a way as to preserve their identity. Along that line, starting last December, an experiment has been undertaken by the Hy-Grade Food Products Corporation—a large packing concern operating in the East—in using a label on each retail package of beef showing both the government stamp and the private trade brand. This business is declared to be expanding very rapidly.

For the current fiscal year, beginning July 1, an appro-

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priation of \$20,000 will be available for extending the government grading service. To the eight cities in which graders have hitherto been stationed, five more have been added—Buffalo, Erie, Cleveland, Detroit, and St. Louis. Furthermore, the stationing of graders in Denver, Wheeling (West Virginia), and some place in southern Kansas and Oklahoma is being considered.

As to the cost of the service, it appears from the report that, for the four cities of Chicago, Kansas City, New York, and Omaha, total expenses during the ten months, July 1, 1929, to April 30, 1930, were \$10,483. Of this amount, \$4,465 was refunded by federal agencies, leaving \$6,018 as the net cost. This was more than covered by collections.

Since the service was inaugurated, cost per 100 pounds has been reduced from 4.6 to 1.7 cents. If given a sufficient volume of beef to handle, and reasonable facilities, Mr. Whalin feels assured that the cost can be still further lowered to less than one-half cent.

#### MEETING OF EXECUTIVE COMMITTEE

EQUEST THAT SHIPMENTS OF CATTLE BE WITH-REQUEST THAT SHIP MEANS OF STABLE AND ASSESSED AS A MEAN AND AS A MEAN AND ASSESSED AS A ilizing both receipts and prices, was made by the executive committee of the American National Live Stock Association at its two-day session in Denver, August 5 and 6, called to deal with the present crisis in the cattle business ond other important subjects. The retail cost of beef came in for a good deal of attention. Results of the campaign in Denver were told by Secretary Mollin, and steps were taken to set similar movements on foot elsewhere. Regret was expressed at the delay of the packers in announcing their intentions with regard to the increased assessment for the National Live Stock and Meat Board—a matter felt to be of great importance in the existing emergency. As a possible further aid in stimulating meat consumption, support was voted for the demand of the packers for modification of the Consent Decree. Full confidence in the Federal Farm Board, and whole-hearted indorsement of its policies, were expressed.

Resolutions adopted cover the principal topics discussed, and indicate the trend of the prevailing thought. They had the following content:

1. Urging all stockmen able to comply with recommendations of Live Stock Advisory Committee, appointed under terms of Agricultural Marketing Act, to hold cattle back until ready for market, in order to keep receipts down to current demand:

demand;
2. Expressing appreciation of fine spirit of co-operation shown, and results accomplished, in Denver campaign for maintaining proper relation between retail prices of beef and current prices for live cattle;

3. Instructing secretary of American National Live Stock Association to mail to each member association full data concerning campaign conducted in Denver, with view to initiating similar campaigns in other localities;

4. Asking retailers, hotels, restaurants, and dining-cars to pattern their prices after wholesale market quotations, thus encouraging consumption by promptly following declines as well as advances, and appealing to consumers to demand benefit of lower current prices;

5. Requesting packers, as a help in easing present situation, immediately to declare their willingness to contribute an amount equal to assessment of 25 cents per car recommended by National Association and other live-stock organizations for National Live Stock and Meat Board to expand its work;

6. Reaffirming stand of association in favor of modification of Consent Decree, to extent of permitting "big four" packers to deal in meats and other food products at wholesale and retail;

7. Urging stock-yard and railroad companies to lower prices on grain and hay fed to live stock, so as to provide only reasonable margin of profit;

8. Urging government, in purchasing meat for its own account, to buy only product of American producer;

9. Holding that policy of intermediate credit banks and other financial institutions should be one of active support of producer and of orderly marketing, rather than one that will promote unwarranted liquidation;

10. Requesting Congress at its next session to demand that Tariff Commission make full investigation of relative costs of production at home and abroad of hides, leather, and shoes, so that more protection may be given live-stock industry:

11. Voicing satisfaction with manner in which Federal Farm Board is carrying out principle of agricultural co-operation, condemning unwarranted attacks made on board by self-seeking interests, asking that board be given sufficient time to realize its program before any attempt is made to change law, thanking President Hoover for manner in which he has shown his concern for agricultural industry, and pledging full support of association to Farm Board in its difficult task.

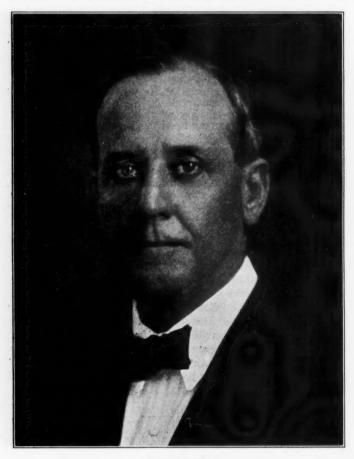
On the evening of August 5 a conference was held between the executive committee and representatives of the National Wool Marketing Corporation and the Intermountain Live Stock Marketing Association, meeting in Denver at the same time. Four resolutions were passed at this conference, indorsing the request that retailers follow declines in the markets as well as advances; asking stockmen with feed on hand to hold their stock back as long as conditions justify; urging hearty support of the co-operative program now being developed under the Agricultural Marketing Act; and voicing the conviction of those present that, unless liquidation is forced, demand will very soon overtake supply in the live-stock market.

#### NATIONAL LIVE STOCK MARKETING ASSOCIATION ELECTS OFFICERS

PERMANENT ORGANIZATION OF THE NATIONAL Live Stock Marketing Association was perfected at a series of stockholders' meetings in Chicago last month. Officers were chosen to replace those named to serve temporarily during the formative stages. Charles A. Ewing, of Decatur, Illinois, was elected president; H. L. Kokernot, of San Antonio, Texas, vicepresident; H. H. Parke, of Genoa, Illinois, treasurer; and P. O. Wilson, of Cincinnati, Ohio, secretary-manager. C. A. Stewart, of Chicago, was named manager of the Feeder Finance Corporation, and J. D. Harper, also of Chicago, manager of the Publishing Association. Mr. Ewing is a former live-stock feeder and banker, and has been a member of the agricultural committee of the United States Chamber of Commerce and a director of the National Live Stock Producers' Association; Mr. Kokernot, as our readers know, is a cattleman, president of the Texas Live Stock Marketing Association, former president of the Texas and Southwestern Cattle Raisers' Association, and member of the executive committee of the American National Live Stock Association: Mr. Parke has been vicepresident of the National Live Stock Producers' Association; Mr. Wilson has been manager of the Producers' Commission Association at Cincinnati; Mr. Stewart is the former executive secretary of the National Live Stock Producers' Association; and Mr. Harper is the editor of the National Live Stock Producer.

In addition to the three officers—Messrs. Ewing, Kokernot, and Parke—E. A. Beamer, of Blissfield, Michigan, retiring president; J. R. Fulkerson, of Jerseyville, Illinois; B. B. Brumley, of McComb, Ohio, and O. O. Wolf, of Ottawa, Kansas, constitute the executive committee.

Alexander Legge, James C. Stone, and C. B. Denman, of the Farm Board, attended the meeting. Chairman Legge urged the new organization to get down to business just as soon as



C. A. EWING
Decatur, Illinois
President, National Live Stock Marketing Association

possible, in order that the live-stock producer might be given some measure of relief. He promised the whole-hearted support of the Farm Board. The association should eventually be able to exercise a high degree of control over the meat supply of the nation, in the opinion of Mr. Stone. New co-operatives formed in the West and Southwest had added greatly to its strength, he said. Mr. Denman explained the credit system of the Feeder Finance Corporation.

An attempt was made to find a way out of the difficulties which have arisen in connection with the possible membership of unaffiliated co-operatives, notably the Farmers' Union agencies, which have objected to certain provisions in the constitution of the new association. To meet one of these objections—the method of choosing directors—a plan for giving member co-operatives representation in proportion to the volume of their annual business was decided upon. Under this plan, agencies receiving a total of 2,500 carloads of live stock a year will be entitled to one director, and for each 5,000 cars in excess of 2,500 will have an additional vote. Agencies with less than 2,500 cars shipped to them will be entitled to membership, but not to representation on the directorate. Further concessions were made. Apparently other points of controversy remain, however, as the independents so far have refused to become reconciled, and have set up an organization of their own, as described elsewhere.

To date, three regional associations have been organized—the Western Cattle Marketing Association, the Texas Live Stock Marketing Association, and the Intermountain Live Stock Marketing Association—together covering the principal stock-raising sections of the country.

## MEETING OF LIVE STOCK ADVISORY COMMITTEE

AT ITS MEETING IN WASHINGTON, D. C., ON JULY 22, the Live Stock Advisory Committee of the Federal Farm Board discussed the various phases of the live-stock industry and data on market supplies and conditions, on which reports had been received from the Bureau of Agricultural Economics. The following recommendations to the Farm Board were unanimously concurred in:

"1. The present condition of the market for beef cattle indicates the need of an orderly marketing program. The Agricultural Marketing Act provides amply for the control of marketing through producer-owned and producer-controlled associations, and the financing of such a program. We would urge the producers of live stock so to organize their marketing as effectively to match supply and demand. Further, we would urge all producers of cattle, where feed is available, to withhold shipments of cattle not finished until they are ready for market, and thus stabilize both receipts and prices.

"2. That, if adequate data are available in the board, in the Department of Agriculture, or elsewhere, the board issue, or request to be issued, information as to the probable market supplies of cattle in the second half of the current calendar year and in the first half of the next calendar year. We believe this would be conducive to orderly marketing.

"3. That the Live Stock Advisory Committee regards the board's policy of keeping consumers informed of cattle and beef prices as distinctly helpful, and urges its continuance.

"4. It is the opinion of this committee that, in the interest of both the producers of live stock and the consumers of our product, the so-called Packers' Consent Decree should be so modified as to permit the packers to retail meat, and thus determine for those who produce and buy live-stock products whether the retail price can be materially lowered. A majority



H. L. KOKERNOT San Antonio, Texas

Vice-President, National Live Stock Marketing Association



of beef cattle killed under federal inspection are now sold to the four large packers affected by the Consent Decree. We would respectfully ask the Farm Board to use its efforts toward having the Consent Decree modified.

"5. That, through the sources of information available to the board, it ascertain the weights and types of meat animals most suitable for the market requirements, and bring to the notice of producers the importance of conforming to these

types

"6. That, in view of the survey reports furnished by the Bureau of Agricultural Economics, which indicate a large surplus of lambs to be marketed from the western lamb states, lambs fit for slaughter should be topped out of these flocks and sent direct to market, thus reducing the lambs coming to market later when supplies are heavy; and, further, that breeding

flocks be reduced.

"7. That, as a policy, the American government, in purchasing meat for its own account, should buy the products of American ranchers and farmers, whether the amount purchased be small or large."

The Live Stock Advisory Committee has the following composition:

A. Ewing, Decatur, Illinois, chairman; president, National Live Stock Marketing Association; director, Chicago Producers' Commission Association.

R. M. Gunn, Buckingham, Iowa; chairman, Committee on National Swine Production Policy.

T. C. Halley, Scottsbluff, Nebraska; lamb-feeder; director,

Colorado-Nebraska Lamb Feeders' Association.

H. L. Kokernot, San Antonio, Texas; president, Live Stock Marketing Association; vice-president, National Live Stock Marketing Association.

W. W. Woods, Chicago, Illinois; president, Institute of American Meat Packers.

C. F. Forbes, San Francisco, California; president, Western Cattle Marketing Association.

Harry G. Beale, Columbus, Ohio; stockman.

The live-stock co-operatives certified the names of Mr. Woods and Mr. Forbes to the Farm Board as "experienced handlers or processors."

#### FARMERS' UNION SETS UP INDEPENDENT BODY

EETING IN OMAHA ON JULY 22, REPRESENTA-W tives of Farmers' Union live-stock commission companies at eight midwestern markets took definite steps toward merging the different units into one central body, independent of the National Live Stock Marketing Association, whose advances have been spurned. The new organization, which will be incorporated under the laws of Delaware, will be called the Farmers' Live Stock National Marketing Association.

H. G. Keeney, president of the Nebraska Farmers' Union, has been elected president; C. B. Crandal, of St. Paul, vicepresident; and F. B. Young, of East St. Louis, secretary-treas-

urer. Headquarters will be at Chicago.

#### CONVENTION OF ARIZONA WOOL-GROWERS

THE FORTY-FOURTH ANNUAL MEETING OF THE Arizona Wool Growers' Association was held in Flagstaff on July 8 and 9. In the opening address, Governor John C. Phillips predicted that better times would soon be with us. The situation in the United States, he said, is not nearly so acute as in other parts of the world. Ex-Governor George W. P. Hunt declared that the economic depression was the aftermath of the World War. President A. A. Johns, who followed with his annual report, discussed the problems facing the association in a general way, and explained present conditions of the industry. In reviewing the work of his office, Colonel H. B. Embach, secretary, told what had been done in such matters as forest driveways, shearing prices, herders' wages, handling and disposing of the wool clip, sheep and wool thefts, and the financial affairs of the association.

Among the other speakers who addressed the meeting in the forenoon of the first day were J. B. Wilson, of McKinley, Wyoming, secretary of the National Wool Marketing Association; Joseph Draper, of Draper & Co., Boston, wool-dealers and selling agents for the National Wool Marketing Association; P. G. Spilsbury, president of the Arizona Industrial Congress, Phoenix; Fred A. Hooper, representative of the American-Hawaiian Steamship Company, San Francisco; Fred L. Hanna, general freight and passenger agent of the Atchison, Topeka & Santa Fe Railway, Phoenix; and J. H. McClure, general freight agent of the Southern Pacific Lines, Phoenix.

An interesting talk, illustrated with charts, "The Why of Current Lamb Prices," was given at the afternoon session by Mr. Noble, of Swift & Co., Chicago, who stated that economists believed that the bottom had been reached in the matter of lamb prices, and that conditions would improve this fall. Moving pictures, illustrating the ill effects of overgrazing, were shown by John Kerr, of the Forest Service. Other pictures, featuring interesting scenes in the animal world, presented by Don Gilchrist, head of the predatory animal and rodent control work in the state, concluded the program for the day.

At the final session on July 9 it was decided that each grower should buy his own winter pasture in the Salt River Valley, at a price not exceeding two cents per day for each head of sheep. A sliding scale of wages for herders, varying from \$50 to \$60 per month, in keeping with market prices for lambs and wool, and with the length of service rendered by good men, was advised, but no definite action was taken. T. E. Pollock reported on the recent meeting of the executive committee of the National Wool Growers' Association in Salt Lake City. Others who made talks at this session were Don C. Babbitt, state land commissioner, Phoenix; Dr. F. L. Schneider, Albuquerque, in charge of the field work of the Bureau of Animal Industry in New Mexico and Arizona; Don Gilchrist, Phoenix, of the Biological Survey; John Kerr and M. E. Musgrave, Albuquerque, of the Forest Service; and Charles E. Blaine, Phoenix, traffic counsel of the American National Live Stock Association.

Resolutions were passed to the following effect:

Recommending formation of research department to extend field of usefulness of wool:

Requesting that Tax Commission investigate valuation of grazing lands and make reduction, and that public officials curtail all unnecessary expense, so as to lighten burden of tax-

Urging that Amos A. Betts be appointed to fill vacancy soon to occur on Interstate Commerce Commission;

Expressing appreciation of work of J. B. Wilson, secretary of National Wool Marketing Corporation; President A. A. Johns, Secretary H. B. Embach, Woman's Auxiliary, Alexander Legge, chairman of Federal Farm Board, and F. J.

Hagenbarth, president of National Wool Growers' Association; Thanking Senators H. F. Ashurst and Carl Hayden, and Representative Louis Douglass, for services in Congress; Urging support of Arizona Industrial Congress;

Indorsing state co-operation in campaign of predatory animal and rodent control work;

Favoring repeal or modification of Consent Decree.

President A. A. Johns, of Prescott, was re-elected for the eighth consecutive term. Charles E. Burton, of Williams, was retained as first vice-president. Burr Porter, of Navajo, succeeds E. H. Duffield as second vice-president, and Dr. R. O. Raymond, of Flagstaff, succeeds Aubrey Gist as third vicepresident. Colonel H. B. Embach was re-elected secretary.

#### WYOMING WOOL-GROWERS AT BUFFALO

PWARD OF 450 SHEEPMEN AND GUESTS WERE registered for the twenty-seventh annual convention of the Wyoming Wool Growers' Association, held in Buffalo on July 15-17, making this the best-attended meeting in many

President Thomas Cooper, in discussing the public-land question, said that the high value placed upon grazing lands by the State Board of Equalization was responsible for much of the opposition to individual ownership of these lands. One of the chief difficulties in arriving at a solution of the problem acceptable to all was the great difference in the character of the land, even within a single state. J. B. Wilson, secretary, advocated a state income-tax law as a means of lifting the unjust tax burden borne by the live-stock industry. On the matter of the public domain, he pointed to the wide divergence of opinion existing among western members of the committee now considering a plan for its disposal.

Activities of the Biological Survey in the destruction of predatory animals and injurious rodents were described by Adolph Hamm, in charge of this work in Wyoming. D. A. Jay, agricultural agent for Johnson County, talked on the results of proper cross-breeding. Dr. A. F. Vass, of the University of Wyoming, presented a paper on lamb-feeding. M. H. Leitner, county assessor of Johnson County, spoke of valuations of grazing lands for taxation purposes. G. W. Willingmyre, in charge of wool investigations for the Department of Agriculture, explained the work in which the department was now engaged.

On the morning of the second day, D. F. Robertson, attorney of Worland, protested against what he called a "complete surrender by the states of all rights in the public lands and their natural resources." Transportation problems were treated by W. E. Fuller, of the Chicago, Burlington & Quincy Railroad. E. N. Wentworth, director of Armour's Live Stock Bureau, Chicago, speaking of the present depressed condition in the wool trade, took an optimistic view of the future. J. P. Draper, treasurer of Draper & Co., selling agents for the National Wool Marketing Corporation, defined the new marketing plan. Advice to growers to hold over their lambs and sell them as yearlings was given by R. S. Matheson, head sheep-buyer for Swift & Co.

Wednesday afternoon a paper was read by Mrs. C. J. Oviatt, wife of the president of the Wyoming Dairy Products Manufacturing Association, who was followed by Walter Humphreys, secretary of the National Association of Wool Manufacturers, Boston. Frank J. Hagenbarth, president of the National Wool Growers' Association, gave a talk in which he touched upon the national wool-marketing plan, the tariff, and the advertising campaign to increase the consumption of lamb. Governor Frank C. Emerson spoke on the public-land question. "Passing of the World Wool Crisis" was the subject of an address by A. W. Zelomek, statistician of the Fairchild Publications in New York, who expressed the belief that the low point has now been passed.

On Thursday morning, a paper on "Red Desert Forage," prepared by Dr. O. A. Beath, of the University of Wyoming, was read by Secretary Wilson in the author's absence. K. H. Hadsell, former president of the association, spoke on the truth-in-fabric law. Prager Miller, of Roswell, New Mexico, field representative of the Federal Farm Board, addressed the meeting on the set-up of the National Live Stock Marketing Association.

Resolutions were passed-

Objecting to leaving carpet wools on free list;

Urging immediate establishment of live-stock trails;

Opposing federal control of public lands; Opposing repeal of existing land laws;

Opposing creation of any new national parks, game preserves, or national forests, or enlargement of those now exist-

ing; Condemning methods of further control of natural resources by bureau officials;

Recommending enforcement of present laws regarding collection of inspection fees on sheep brought into state;

Urging appointment of state railroad commissioner; Requesting Secretary of Agriculture to continue embargo on importations of live stock, meats, and hides from countries where foot-and-mouth disease exists;

Favoring cession of all public lands to states, without reservations:

Favoring larger appropriation for bounties on predatory animals:

Urging modification of Packers' Consent Decree;

Urging passage of laws in neighboring states similar to Wyoming's Truth-in-Fabric Act;

Opposing restrictions on grazing of live stock on game preserves;

Appreciating action of Federal Farm Board in approv-

ing National Wool Marketing Corporation; Indorsing National Wool Marketing Corporation Urging support of Intermountain Live Stock Marketing

Association and Intermountain Live Stock Credit Corporation; Asking State of Wyoming to continue liberal appropriations for destruction of predatory animals and rodents;

Recommending substantial reduction in wages of shearers, herders, and other sheep laborers;

Commending action of tax commissioners in Natrona County in reducing valuation on grazing lands;

Requesting University of Wyoming to make investigations of tax conditions in state as between agricultural and other interests.

In the election of officers, Thomas Cooper, of Casper, was again made president; Malcolm Moncreiffe, of Big Horn, vicepresident; and J. B. Wilson, of McKinley, secretary-treasurer. Selection of the place for next year's meeting was left to the executive committee.

#### COLORADO SHEEPMEN AT SALIDA

THE FOURTH ANNUAL MEETING OF THE COLORADO ▲ Wool Growers' Association convened at Salida on July 28 and 29, with a good attendance. An excellent program was presented, covering the whole field of sheepmen's interests. Grazing on national forests was discussed by J. H. Hatton, of the Forest Service; predatory-animal work, by L. L. Laythe, of the Biological Survey; transportation problems, by J. S. Pyeatt, president of the Denver & Rio Grande Railroad; the public domain, by C. J. Moynihan, Colorado's member on the Public Lands Committee; wool-marketing, by Edward Sargent, president of the Southern Colorado Wool Marketing Association; J. B. Wilson, secretary-treasurer of the National Wool Marketing Corporation; Joseph Draper, sales agent of the corporation, and Clair Hotchkiss, president of the Colorado Wool Marketing Association; lamb consumption, by A. C. Johnson, editor of the Denver Daily Record-Stockman; functions of intermediate credit banks, by W. E. Fisher, secretary of the Federal Intermediate Credit Bank at Wichita; feeder and producer co-operation, by Hollis Mills, president of the Colorado Land and Live Stock Company; Harry Farr, of the Colorado-Nebraska Lamb Feeders' Association, and R. Brackenbury, of the Denver Stock Yards; lamb-marketing, by F. J. Hagenbarth, president of the National Wool Growers' Association; and the general Farm Board program, by H. W. Avery, field representative.

Resolutions were adopted-

Favoring administration of public domain by Forest Service until states can be given full ownership, and limitation of fees to cost of administration:

Advocating equalization of tax burdens of state among

tax-paying groups;

Recommending abolition of Packers' Consent Decree, permitting four big packers to engage in retail meat business;
Asking that further increases in grazing fees be postponed, in view of present conditions of range sheep industry;
Indorsing ten-year program of predatory-animal work;

Agreeing to take steps to have Rees-Oldland law regarding division of range between cattle and sheep tested in court.

R. E. Sellers, of Alamosa, was elected president, in succession to W. C. Osborn, of Fruita, who has held the office ever since the formation of the organization. Norman Winder, of Hayden, was chosen first vice-president, and C. A. Brown, of Durango, second vice-president. The convention of 1931 will be held in Durango.

## NATIONAL EXCHANGE WILLING TO COLLECT INCREASED ASSESSMENT

AT ITS RECENT MEETING IN DENVER, THE NAtional Live Stock Exchange, which is the collecting agency at the central markets in the matter of assessments levied for the support of the National Live Stock and Meat Board, adopted the following resolution with regard to increasing deductions from 5 to 25 cents per car, which has been requested by the American National Live Stock Association and about forty-five other live-stock organizations:

"Resolved, That the National Live Stock Exchange, in annual convention assembled, recommend to each member exchange that the deduction of 5 cents per car on all live stock now prevailing be increased to 25 cents per car, as requested by the various organizations of feeders and growers, upon the condition that the packers and other buyers at each terminal market contribute 25 cents per car, equal to the amount that is contributed by the live-stock producers through the commission firms who are members of our exchange.

"It is also to be understood and agreed that the packers who are operating throughout the country under the system known as 'direct buying' contribute on each carload consigned to them or purchased by them at a concentration point, direct buying point, or on track purchases, and that a pro-rata amount be deducted on each truck consignment received by packers or commission firms.

"That the Farm Board be requested to use its influence with the co-operative agencies at the public markets in getting them to make the same deductions for the National Live Stock and Meat Board from their patrons that are now being made or will be made by the exchange market agencies, to help the producers of live stock in the present crisis."

#### VAST SUM TO BE SPENT IN LAMB-ADVERTISING

A CAMPAIGN FUND OF \$400,000 TO PUSH THE consumption of lamb is to be collected by wool-growers of the twelve range states, including Texas. Each flock-master will be assessed the equivalent of 1½ cents a head on his sheep. The money is to be spent in newspaper and magazine advertising, radio announcements, and educational and home demonstration work before housewives and retail meat-dealers.

The plan was presented by F. R. Marshall, secretary of the National Wool Growers' Association, at the meeting of the executive committee of that organization in Salt Lake City last month. It will expand the work which has been in progress for the past three years, in connection with the

lamb-cutting demonstrations, and which has been financed by the national and state wool-growers' associations, as well as the Colorado-Nebraska lamb-feeders' organization. The present condition of the lamb market, it is felt, calls for increased efforts.

Individual states will be assessed a proportion of the total based on sheep numbers. The matter so far has been presented at conventions of wool-growers in Utah, Wyoming, Arizona, Montana, Colorado, and Texas. In Salida, Colorado, late in July, it was voted to place a tax of 3½ cents a head on all lambs marketed by members of the association, to make up the state's quota of \$19,654.

#### LAMB FUTURES MARKET AT CHICAGO

POLLOWING THE ESTABLISHMENT OF A HOG futures market at Chicago last winter, the Chicago Live Stock Exchange announces the opening of a similar market for feeding lambs on July 16. Ten kinds and weights of western lambs will be traded in for August, September, and October delivery. Fine-wool, medium-wool, and coarse-wool lambs, of light, medium, or heavy weight, are included in the plan. The trading unit is the double-deck car of 18,000 pounds.

#### TRADERS AT THE MARKETS

BELOW IS A TABLE SHOWING THE NUMBER OF firms registered as "traders" at the principal markets. When it is considered that many of the large firms have from five to ten or fifteen employees, it will be seen that a small army of people are thus employed. While it is generally conceded that, under the present system of marketing, a certain number of traders are indispensable, particularly in the handling of stockers and feeders, few will admit the necessity for the number shown:

TRADERS AT VARIOUS MARKETS

| Market               | Number | All Species | Cattle | Hogs | Sheep | Cattle<br>and Hogs | Cattle<br>and Sheep | Cattle and<br>Horses | All and<br>Horses |
|----------------------|--------|-------------|--------|------|-------|--------------------|---------------------|----------------------|-------------------|
| Chicago              | 207    | 1           | 123    | 70   | 12    | ****               | ****                | -                    | 1                 |
| Denver               | 18     | 2           | 10     |      | 2     | 1                  | 2                   |                      | 1                 |
| Kansas City          | 158    | 1           | 120    | 21   | 11    |                    |                     | 5                    |                   |
| National Stock Yards | 52     | 2           | 23     | 19   |       | ****               | 1                   | 7                    |                   |
| Omaha                | 97     | 8           | 76     | 4    | 8     | 1                  |                     | -                    |                   |
| Sioux City           | 26     | 1           | 23     | 1    |       | -                  | 1                   |                      |                   |
| St. Joseph           | 34     | ****        | 28     | 5    | 1     |                    |                     |                      |                   |
| St. Paul             | 41 -   | 4           | 31     | 1    | 1     | 3                  |                     | 1                    | 2000              |

In defense of the traders it is argued that very few of them are making money. Nevertheless, in the long run, the margin necessary for them to stay in business has to be taken from the price paid the producer, or added to the price paid by the feeder. The present price-level will not permit of any unnecessary deductions.

#### HEAVY LOSSES DUE TO CATTLE BRUISES

THE EXTENT OF LOSSES CAUSED BY BRUISES IN cattle is not realized by the average shipper. At Fort Worth alone, according to John H. Noble, assistant director of Armour's Live Stock Bureau, Chicago, over 11,000 head dressed during the past five years have been condemned on account of bruises, to say nothing of several times as many carcasses trimmed excessively for the same reason. The loss in con-

demnations at this market, expressed in cash terms, has amounted to over \$500,000. Calculated on another basis, one animal out of every 200 head of cattle shipped to Fort Worth is wasted.

A great proportion of these bruise losses is caused by carelessness and roughness in handling. Many shippers do not realize that, when cattle are beaten with clubs or whips in loading, the quality of the beef is certain to suffer, and that much of it will have to be thrown into the tank.

An important method of reducing bruise losses is through dehorning. The reason why price premiums are paid for dehorned cattle is apparent when consideration is given to the much higher losses sustained by packers on cattle equipped with sharp, dangerous horns. Some shippers have followed the practice of "tipping" the horns of cattle when ready for shipment, and there is no doubt but that a substantial reduction in losses is brought about by this method. However, dehorning represents the most satisfactory solution of preventing bruises from horns, and can be accomplished at a minimum of time and expense, if taken care of when the calf is but a few weeks old.

Although some bruises are of such a nature that they cannot be detected on the individual animal, says Mr. Noble, still in the long run the cattle industry must pay the bill for losses from bruises. Cattle-buyers make allowance in their bids for bruise losses which have been suffered in the past. Moreover, buyers are often able to form a fairly accurate idea of the manner in which cattle have been handled during shipment to market, and thus make allowance for the probable losses from bruises and injuries on the individual shipment.

#### MEAT-DEALERS SLOW TO REDUCE PRICES

RETAILERS OF BEEF ARE BEGINNING TO TAKE notice of the agitation for a cut in prices that would reflect the tremendous drop in cattle values during the last few months, and the concurrent decline in wholesale carcass costs. From Chicago and Philadelphia is reported a belated endeavor to bring the two scales of prices into closer correspondence. Farther west united action has been even slower to materialize. At Denver, late in July, a number of shops agreed to sell beef "practically at cost" for the next ninety days. In St. Louis, Kansas City, St. Paul, Fort Worth, and a number of smaller cities, reductions are being made, according to a statement issued by C. B. Denman, member of the Farm Board.

Characteristic is the attempt of certain dealers to shift the blame for continued high retail costs to the consumer himself. The Rocky Mountain News of July 23 prints the below letter, signed by Harry F. Chrysler, secretary and manager of the Denver Retail Grocers' and Meat Dealers' Association:

"In view of the fact that there is so much agitation regarding the retail price of meat, it would be well if the public was informed why some cuts of meat are priced so high.

"A side of beef consists of 17 per cent loin, which contains the choice steaks which are the most popular. The round contains 24 per cent—consisting of rib roast, 10 per cent; flank and suet, 7 per cent, and triangle or chuck, 42 per cent—are hard to dispose of (especially in warm weather) at any price. Consequently, the retailer must get enough out of the choice steaks to make up for the loss on the cheaper cuts.

"The cheaper cuts, consisting of roasts and boiling meat, can be prepared in a manner that will make them just as tasty as the choicest steaks, but it is more work, and the present generation does not seem to know or wish to learn how to prepare them.

"If the American Live Stock Association wants to do something for the live-stock industry, it should find some way in

which to educate the housewife regarding the cooking and preparing of the cheaper or unpopular cuts. Just as long as 95 per cent of the people want about 40 per cent of the beef and nothing else, that 40 per cent must carry the load."

 ${
m Thi}_{
m S}$  drew the following reply from A. E. de Ricqles, cattleman and financier of Denver:

"The price of beef is a matter of great importance just now to both producer and consumer, and the letter you published Wednesday from Mr. Chrysler, secretary of the Denver Retail Grocers' and Meat Dealers' Association, is of course interesting, but a bit misleading.

"We will acknowledge that the American public prefers the better cuts of meat, and that the less desirable parts are not so easy to move. That was true in July, 1929, just as it is today, with the exception, however, that during business depressions there is possibly a better outlet for the cheaper cuts, as people have less money to spend on their table. However, that is not the point. The facts are that all the cuts of dressed beef are fully 30 per cent lower at wholesale, when bought full carcasses, than a year ago. Such being the case, it would seem consistent and good business judgment for the retailer to give his customer this benefit on these better cuts as well as on the less desirable ones. From Mr. Chrysler's letter we take it that he does not believe a reduction is justified on better cuts, because the others are hard to sell. That was just as true last year.

"To make sure of this matter, I have secured the last price-list of one of the largest Denver meat-packers, showing wholesale prices on dressed beef July, 1929, and July, 1930. I will not burden this letter with the figures. The reductions, wholesale on ten classes of fat steers and fat heifers, average 30 per cent. Denver and this section generally are facing a serious, economic situation, and this meat price is one of the elements that should be corrected promptly. A visit to some of the stores and shops show such inequalities as an East Eleventh Avenue shop asking 45 cents for round steak, while the same cut or better was on sale on lower Fifteenth Street at 32 cents. There should be no such difference. Of course, the Eleventh Avenue merchant is making a serious mistake and hurting his own business. . . .

"The wholesalers of meat seem to have met the situation quite promptly, and no doubt the retailers, when they fully understand the matter, will do their full share. Let us be frank."

#### THE CALENDAR

- August 18-20, 1930—Conference on Range Live Stock Investigations, Miles City, Mont.
- August 25-28, 1930—National Ram Sale, Salt Lake City, Utah. September 8-20, 1930—Inter-American Conference on Agriculture, Forestry, and Animal Industry, Washington, D. C.
- September 11-14, 1930—Nevada State Live Stock Show, Elko, Nev.
- September 29-October 5, 1930—Dairy Cattle Congress and National Belgian Horse Show, Waterloo, Iowa.
- October 11-19, 1930—National Dairy Show, St. Louis, Mo. October 20-21, 1930—Annual Convention of Institute of Amer-
- ican Meat Packers, Chicago, Ill.
  October 22, 1930—Conference of Major Industries, Chicago, Ill.
- October 25-November 1, 1930—Pacific International Live Stock Exposition, Portland, Ore.
- October 31-November 7, 1930—Ak-Sar-Ben Stock Show, Omaha, Neb. November 10-13, 1930—Kansas National Live Stock Show,
- Wichita, Kan.

  November 15-22, 1930—American Royal Live Stock Show,
- Kansas City, Mo.

  November 28-December 6 1930—International Live Stoc
- November 28-December 6, 1930—International Live Stock Exposition, Chicago, Ill. November 29-December 6, 1930—Christmas Live Stock Show,
- Los Angeles, Cal. January 17-24, 1931—National Western Stock Show, Denver,
- Colo.

  March 7-15, 1931—Southwestern Exposition and Fat Stock
- Show, Fort Worth, Tex.

  March 17-19, 1931—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Corpus Christi, Tex.

## THE PRODUCER

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Volume XII

AUGUST, 1930

Number 3

#### SURPLUS OR MARKET GLUT?

E HEAR A GREAT DEAL THESE DAYS about surpluses, and it is readily assumed that they are responsible for most of our severe price declines. As a matter of fact, in the live-stock world at least, disorderly marketing has a great deal more to do with price declines than surpluses have. Barring industrial upheavals such as the present one, we do not produce a surplus of cattle, and yet, due to our hit-and-miss method of marketing them, we have a constantly fluctuating price-level.

The lamb market this spring tells the story in a few words. While the supply reaching the principal markets during the first five months of 1930 was 9 per cent above receipts for the same period in 1929, the number marketed in February of this year exceeded that of the same month a year ago by 21 per cent, while the number marketed in March, 1930, exceeded the same month in 1929 by 39 per cent. With demand none too good, due to unemployment in the East, the market collapsed, and lamb-feeders took tremendous losses.

The Western Cattle Marketing Association has done a fine job of marketing cattle in recent weeks, in the face of drastic declines all along the line. The market on the Pacific coast, which the association

has done a great deal to maintain through orderly marketing, has attracted many shipments from Denver, and even from the river and Fort Worth markets.

Experience is a hard teacher, but out of the present unsatisfactory situation must come the knowledge that much remains to be done before our marketing machinery is perfected.

#### PRICE REDUCTIONS

THE DRASTIC DECLINE IN LIVE-STOCK prices is occupying the attention of every live-stock man. While it is hoped that bottom has been touched, and that there will be a rebound to a level which will at least reduce losses somewhat, it is realized that attainment of a satisfactory basis awaits the return of general business prosperity.

In the meantime, two adjustments are in order which will afford some relief and hasten the return to normal conditions:

First—Lowering retail meat prices in conformity with the current wholesale market for dressed beef. Attention is called to articles elsewhere in this issue, showing what is being done along this line. It has long been the complaint that retail prices quickly follow a market advance, but are slow to follow a decline. A recognition by retailers of the damage done the industry by such a policy, and prompt steps to adjust prices as the market declines, will be very helpful.

Second—Adjustment of prices on those things which we have to buy. There is hardly an article which should not be affected by the decline in general commodity values. If we are to return to a lower level of live-stock prices, we should also return to a lower level for implements, supplies of all kinds, taxes, and what not.

It is short-sighted greed that attempts to maintain old levels under present conditions. Once a complete readjustment has taken place, we can all look ahead with some confidence. Bad as the market is here today, it is the best market in the world, and its buying power will assert itself if given half a chance.

#### RETAIL BEEF PRICES

RESPONSE OF RETAILERS TO THE INSISTent demand for lower beef prices up until now has been slow and sporadic. Here and there a few cents have been taken off certain cuts, but, on the whole, at this writing (July 25) charges remain pretty much as they were. When asked to explain, most dealers either have evaded the issue or have had an alibi ready. Everywhere there has been a disposition to belittle the gravity of the situation.

In a letter to the Rocky Mountain News of July 23 (printed elsewhere in this issue) the secretary of the Denver Retail Grocers' and Meat Dealers' Association, taking notice of the growing unrest among producers, resorts to the familiar trick of putting up a rag-doll, which he then proceeds to demolish. The blame, he says, rests with the consumer. The well-known preference of the public for choice steaks and roasts compels the dealer to get enough out of these cuts to make up for the loss on the cheaper cuts. "If the American [National] Live Stock Association wants to do something for the live-stock industry," he argues, "it should find some way in which to educate the housewife regarding the cooking and preparing of the cheaper and unpopular cuts."

Such education admittedly would be desirable, but has nothing whatever to do with the case. The argument is applicable to normal and permanent conditions, and was as valid a year ago as it is today. What we are confronted with now is an acute situation in which all classes of slaughter cattle in a year's time have depreciated in value from \$3 to \$5 per 100 pounds, and where wholesale beef prices have been lowered correspondingly. The following figures are taken from the government reports of prices at Chicago (per cwt.):

| Good to choice live steers (600-                       | Aug. 1, 1929                | July 21, 1930               |
|--|-----------------------------|-----------------------------|
| 1,100 lbs.)  | \$13.00-16.50<br>8.50-12.00 | \$ 8.75-11.25<br>5.50- 8.00 |
| Good to choice steer beef (wholesale)<br>Good cow beef | 22.00-24.50 $17.00-18.00$   | 14.00-18.00<br>11.50-13.50  |

What both producers of cattle and consumers of beef have a right to ask is that retail dealers meet this 25 per cent reduction in their buying costs by a similar reduction in their selling charges. The saving should be passed on to the consumer—why should it not? Cutting meat prices by one-fourth would have the immediate effect of stimulating demand, thus helping to minimize the consequences of the general industrial depression and the other causes which are keeping cattle prices down.

Unless quickly remedied, the present unsatisfactory state of the cattle market may well develop into one of genuine distress. Instead of taking advantage of the situation, trusting to the ignorance of the average housewife concerning wholesale price movements, retailers, serving the public, should be prompt to adjust their price-levels to the shifting scale of wholesale costs. Now the rule is that they may be depended upon to follow these mutations only if they go up, but ignore them if they go down.

It is this attitude on the part of the retailers and, for that matter, more or less on the part of

everyone buying meat at wholesale, like hotels, restaurants, and railroads—against which the American National Live Stock Association is protesting. As we see it, only good to all concerned can flow from a frank recognition of the facts, and from loyal cooperation, so far as this is possible, between the different branches of the same industry, having many interests in common. The contrary policy breeds all manner of mischief.

#### MEAT-DEALERS REDUCE PRICES

practically pre-war levels, what are retailers doing to adjust their scales to the new basis? Reports from all parts of the country indicate that only in isolated cases had a serious attempt been made to follow the downward wholesale movement up to the end of June. At about that time, pressure began to be exerted. C. B. Denman, livestock member of the Farm Board, started the ball rolling with a public announcement. Producers, hit by the effect of high meat prices on consumptive volume, became more and more restive. The long-suffering consumer in increasing numbers bestirred himself to ask awkward questions of his butcher.

In the reaction which followed, the large centers of the East took the lead. On July 15 the Bureau of Agricultural Economics reported a drop of 12 cents a pound on the cheaper grades of beef at Philadelphia, while New York City contented itself with a reduction of 3 to 6 cents. Chicago responded with an average cut of 11 cents. Farther west, several cities marked down their charges in varying degrees. One group of chain stores proclaimed a flat decrease of 9 cents a pound on all cuts.

Meanwhile, at Denver, a call for a meeting of the executive committee of the American National Live Stock Association on August 5 had gone out, for the purpose of discussing the general situation in the cattle market, with a view, among other things, to suggesting means of stimulating beef consumption through bringing about a closer correspondence between wholesale and retail prices. A brief and intensive local campaign was directed from the office of the association, which furnished data to one of the newspapers of the city for daily articles over the period of a week, pointing out the discrepancy between cattle and wholesale beef costs, on the one hand, and, on the other, what the public was compelled to pay for retail cuts.

This move was not lost on retailers. Apologetic letters immediately appeared in the press, trying to shift the blame. But on July 22 a meeting of the Denver Retail Grocers' and Meat Dealers' Associa-

tion conceded the need for some adjustment, and recommended that the membership for the next ninety days sell meats "virtually" at cost. On Saturday, July 26, this reform went into effect, with fair compliance. A reduction of from 10 to 25 cents a pound on choice steaks, in stores catering to a high-class trade, and 3 to 7 cents in less pretentious shops, is now in force.

This gratifying response to a determined demand suggests that like results could be obtained elsewhere, if the matter were approached on similar lines. Let producers' organizations—which in this matter also happen to represent the consumer—in the different localities get the local press interested, supplying it with the necessary statistical material to conduct a brisk campaign. This should quickly bring about some measure of relief.

#### GAMBLING ON THE WEATHER

HAT THE FARM BOARD AND OTHER directive agencies so far have failed to bring about, nature is accomplishing. The tremendous heat wave scorching the country during the early part of July played havoc with the crops in many sections. Spring wheat seems to have been particularly hard hit; corn to a less extent. An immediate up-turn in prices was the result.

Nature as a price-regulator, however, has her drawbacks. She strikes right and left—mercilessly, without discrimination. One man's harvest will be ruined, while another's will prosper exceedingly. The losses of Harry are turned into George's gain. No sooner have excesses of cold or heat, drought or rain, levied their toll on the farmer of one state than a shout of jubilation goes up from his brother across the line.

It should be possible, even if difficult, to take this matter out of the hands of the weather man; or, rather, to check his haphazard rule by a systematic, reasoned procedure on the part of man himself. Not until adversity has taught us to fit our production to the world's needs, on a basis of intelligent study and co-operative action, shall we make sure of a price that will compensate us for our labor and our outlay.

This, of course, will mean a certain amount of individual sacrifice for the general good. It will estop a man from sowing to the limit in the hope that his neighbor's plight will enable him to reap to the full. It will involve stimulation and exploitation of that fellow-feeling which is at the bottom of most men's heart, but which has so often become incrusted by selfish rivalry. It will challenge leadership to an extent commensurate with the magnitude of the prob-

lem—the size of our country, and its interests clashing at a thousand points.

But there seems to be no other road out. Lasting prosperity is built on adjusting supply to demand, and cannot be attained in any other way. This holds good of wheat and corn. But it is just as true in the live-stock field.

#### FARM BOARD FAVORS MODIFICATION OF CONSENT DECREE

RECOMMENDATION BY THE LIVE STOCK Advisory Committee that the Federal Farm Board use its efforts toward having the Consent Decree modified so as to permit the four big packers to retail meat may be taken to mean the addition of an influential voice to the practically unanimous demand of live-stock organizations.

The present crisis has lent weight to this demand. It is recognized that retail shops operated by the packers would have been a vital factor in keeping meat prices down to a proper level. A few pace-setters at important centers would have acted as a wholesome check on unscrupulous or indifferent dealers. With a view to avoiding a repetition in the future of the recent lack of agreement between wholesale and retail costs, under which producers and consumers have suffered jointly, it seems doubly essential that the barrier should be removed.

Final hearing on the application of the packers has been set for October 7 before the Supreme Court of the District of Columbia. The case will be heard by the court direct, instead of being referred to a master. As to the position of the Attorney-General, it is believed that he will neither favor nor oppose the petition, but will confine his efforts to seeing to it that all the facts are brought out.

## PROTESTS AGAINST INCREASED GRAZING FEES

PROTESTS AGAINST FURTHER INCREASES IN grazing fees on national forests have been filed with the Secretary of Agriculture by Representative Carter, of Wyoming, on the ground that the present rates, in these times of depression in the live-stock industry, already are proving a heavy burden on the stockman.

The current year is the third of the four years over which the increase in fees decreed by Secretary Jardine at the Salt Lake City convention of the American National Live Stock Association was distributed. The advance, averaging 4 cents a head on cattle and 1.6 cents on sheep, was put into effect on a graduated scale, 25 per cent of it being applied in each of the years 1928 to 1931, inclusive.

"THE PRODUCER is all the cattle paper I need."-F. A. Gyberg, Flarstaff, Ariz.

# THE STOCKMEN'S EXCHANGE

## INCONSISTENCY OF CHAMBERS OF COMMERCE AS TO FARM BOARD

Los Angeles, Cal., July 10, 1930.

TO THE PRODUCER:

During the past month or more great efforts have been made by leaders of the grape-growing interests here in California to secure the 85 per cent sign-up on the Federal Farm Board's co-operative plan. Many local chambers of commerce have come to the front in hearty support of the plan, and the State Chamber of Commerce has whole-heartedly advised growers to sign up. Many of the strongest banking institutions in the state have done likewise. All of which support is to be commended.

However, I wonder at the support of these chambers of commerce, in view of the resolution condemning the Agricultural Marketing Act recently passed by the National Chamber of Commerce.

Can it be possible that these California local chambers, as well as our State Chamber, are not members of the National Chamber of Commerce? If they are members, I cannot understand why they have not publicly denounced its action in condemning the Agricultural Marketing Act, and also why they have not retired from membership in the National Chamber. Perhaps they have, but I doubt it.

It may be that this is a case where "the shoe is pinching the other foot." If such inconsistency exists in relation to the Agricultural Marketing Act and the Farm Board, I am at a loss to know how we, as producers, will get anywhere. If growers, and others who are financially interested in the welfare of the producers, will not come out squarely for or against, and show the courage of their convictions at all times, then the problems of the growers and the Farm Board will be tremendously increased.

I certainly commend Chairman Legge and the entire Farm Board for having the courage squarely to back up their convictions against all odds, and especially against the opposition coming from those who are favorable for a selfish reason and against for the same reason.

HUBBARD RUSSELL.

#### TARIFF! TARIFF! TARIFF!

EL CENTRO, CAL., July 1, 1930.

TO THE PRODUCER:

In my opinion, the new tariff law just passed by Congress is the most unwise piece of legislation ever enacted by the Republican party during its seventy years of existence.

Called in special session by our good and wise President to make a revision of the tariff for the relief of the farmer, Congress has given the country the highest schedule of rates ever enacted by American lawmakers. It increased the cost

of living to every man, woman, and child in the country, and put a burdensome tax on everything the people eat and wear.

I do not understand why our live-stock associations, composed of wise and good men, should have given all their influence to helping Congress pass a law that is a burden and a heavy tax on themselves, as well as on all the people of the country. I confess that I cannot comprehend why the American National Live Stock Association should demand a tax on meats and live stock from adjoining countries, when our consumers for the past five years have used not only all the meat produced at home, but millions of pounds imported from abroad. Why should we want a tax on imports of live stock when we have not enough cattle in the United States to consume the grass of our pastures and the grain of our farms? The heavy tax demanded goes into the national treasury, and does not help the producer or the consumer of the meat.

This high protective tariff will destroy our foreign trade, I fear. How are we to dispose of our surplus goods if other countries refuse to buy them? In the opinion of the writer, we should have made treaties for exportation of our commodities used by the working people of all countries on a reciprocity or free-trade basis. When the World War closed, the United States had about one-half the gold of the world in its vaults, and European countries were indebted to us for more than all the gold in the world. How can we expect European countries to pay their debts if we do not take their goods in exchange for ours?

I think the Republican party has committed suicide, and used the protective-tariff rope for the execution. If the President, with his Tariff Commission, does not revise this unwise, radical, and extreme law before the next election, I believe we shall see the Republican party defeated. Twice before the party has been put out of business by a high protective tariff—the McKinley bill in 1888 and the Payne-Aldrich bill in 1909. The writer predicted in the columns of your paper more than fifteen months ago that the upward revision of the tariff law would ruin Hoover's administration and wreck the Republican party. I think the prophecy is coming true.

Regarding the Farm Board, I desire to say that I do not think it is established on a sound principle that will do the farmer permanent good, but I hope it will relieve him of his present embarrassment. I want to suggest that the cost and upkeep of automobiles and farm implements are what embarrasses the farmer. It is not what he receives for his stock and produce, but his expenses, that distress him. The only thing he can do is to curtail his crop, as he will have to depend on our home market. There will be no outlet or foreign demand for his surplus.

J. H. CAMPBELL.

"Can't afford to be without THE PRODUCER."—C. A. JARBOE, Bindloss, Alberta.

## WHAT THE GOVERNMENT IS DOING

#### THE FARM BOARD

ACTION BY THE FARM BOARD INFORMING THE public whenever, in its judgment, a reduction is warranted in the retail price of agricultural commodities has been decided upon. In the case of beef, the statement made by C. B. Denman, live-stock representative on the board, late in June, has brought good results. Similar statements may be issued from time to time with regard to other products, it is announced.

Sugar-beets have been designated as a commodity by the Farm Board, and representatives of growers in seventeen states have been invited to meet in Greeley, Colorado, on August 2, for the purpose of developing a national co-operative marketing program for this product.

L. B. Palmer, president of the Ohio Wool Growers' Association and the Ohio Farm Bureau, has resigned as president of the National Wool Marketing Corporation. The Ohio Association had previously withdrawn from the National Corporation. Mr. Palmer gives as his reason for resigning the alleged disregard by the National of the recommendations of regional directors as to the best method of procedure.

An additional 3,000,000 bushels of storage space has been leased by the Farmers' National Grain Corporation—this time in Minneapolis—bringing the total storage space leased or purchased up 15,000,000 bushels.

Up to June 30, 1930, or during the first eleven and a half months of its existence, the Farm Board had made loans to co-operative associations totaling \$257,000,000. Of this amount, \$191,000,000 had been disbursed, and \$43,000,000 had been repaid. Expenses of the board had been \$768,000, or less than half of the sum appropriated by Congress for this purpose. The board is functioning with a permanent staff of 229, according to a statement issued by its secretary, C. L. Christensen.

#### FOREST SERVICE AND PUBLIC LANDS

TRANSFER OF ALL OR PART OF THE REMAINING unreserved public lands to the Forest Service, in the interest especially of better protection of watersheds and timber resources, is one of the changes in the management of these lands which have been considered by the Committee on the Conservation and Administration of the Public Domain. In favor of such a policy, the argument is advanced that central control, such as has been worked out on the national forests, would be of great importance in the salvage of water supplies endangered by overgrazing, and in the related problem of the most advantageous development of tree growth.

Testifying at the recent meeting of the committee in Washington, R. Y. Stuart, chief of the Forest Service, and C. E. Rachford, in charge of the Branch of Grazing, expressed the

willingness of the Forest Service to assume the management of these lands, in case Congress should decide to make the transfer. At the request of the committee, Major Stuart has lately been visiting the West on a tour of inspection, conferring with regional foresters with a view to determining what types of land, and the acreage, could best be taken over, if such a law were passed.

Reports to the effect that the Forest Service had come out in open advocacy of the transfer, we learn, are due to a misunderstanding. All that has been done on the part of Forest officials is to declare their readiness to undertake the job if it is turned over to them.

#### BEEF PURCHASES FOR THE ARMY

OGNIZANCE OF THE COMPLAINT OF CATTLE-J raisers, through resolutions passed by the American National Live Stock Association and other live-stock organizations, that the United States army and navy favor the foreign grower of beef at the cost of the home producer has again been taken by government officials since the Farm Board has interested itself in the matter. Nothing new has developed, however. In a conference with representatives of the press last month, Secretary of War Hurley reiterated the previous position of the government. According to the provisions of the law, he said, competition is invited from firms in the United States as well as from local dealers for supplying the army detachments stationed in the Hawaiian and Philippine Islands, the award going to the lowest bidder, irrespective of where the beef has been procured. Preference is to be given to American products only if price and quality are equal.

Due to conditions existing in these outlying departments, the secretary explained, Australian beef can be bought at a much lower cost than beef grown in the United States, the saving effected being about \$300,000 a year.

### FEEDER CALVES

5,000 to 10,000 good-grade Hereford calves, well grown and in good condition, in the vicinity of Deming, New Mexico.

The Mimbres Valley Bank, of Deming, New Mexico, will answer inquiries. 

# 20th Annual Pacific International Livestock Exposition

PORTLAND, OREGON OCT. 25-NOV. 1

Combines 13 complete shows in one—Pure Bred Livestock Show (Beef and Dairy Cattle, Horses, Sheep, Hogs, Goats); Fat Stock Show; Dairy, Manufacturers' and Land Products Shows; Fox and Fur Show; Wool and Mohair Show; Industrial Exhibits; Boys' and Girls' Club Work Exhibits; Wild Life Exhibits by Oregon Fish and Game Commission; "Truth-in-Meats" Exhibits; and world-renowned Horse Show.

# PREMIUM LISTS NOW READY \$100,000 PRIZE MONEY

Breed Stock entries close Oct. 1
Fat Stock entries close Oct. 10

For the 5th successive year interesting, educational "Truth-in-Meats" exhibits—a distinctive Pacific International feature co-operating with growers, retailers and consumers of meats.

For Premium Lists and Information Write to O. M. PLUMMER, Gen. Mgr. 211 American Bank Building, Portland, Oregon

## PACIFIC INTERNATIONAL LIVESTOCK EXPOSITION

Incorporated

Portland, Oregon Oct. 25-Nov. 1

The beef bought by the army abroad constitutes only 0.06 per cent of the annual production of the United States, argued Mr. Hurley. From this "it is apparent that the effect on the United States cattle industry by buying this small percentage of foreign beef is insignificant."

Similar rules apply to the navy.

A government commission, representing the Departments of War, the Navy, and Agriculture, is now at work investigating military beef purchases, with a view to determining whether more patronage can be given to the home industry. Until this commission has reported, no change in the buying practice will be made. Probably, however, a change in the law will have to be effected to bring about any radical modification of the present method.

#### FREIGHT RATES ON GRAIN LOWERED

A GIFT TO THE WHEAT-GROWERS OF THE WEST was presented by the Interstate Commerce Commission last month when an order was issued lowering freight rates throughout the western territory to Chicago and the principal Gulf ports. The reduction, it is true, will not go into effect until October 1, and therefore may not become fully operative on this year's crop, but a stimulation of exports is expected to follow which should help dispose of the surplus in the future.

The lower rates apply not only to wheat, but to other small grains, as well as to grain products, such as flour. As an example, the new schedule from Colorado to Chicago will be 43 cents per 100 pounds, instead of 50; to New Orleans it will be 54 cents, instead of 64.

A revenue loss to the railroads of \$15,000,000 a year will result from the new rates, it is estimated. Part of this loss will be made up by increases in other classes of freight.

This is one of the cases handled under the Hoch-Smith Resolution. According to the commission, the new rates are as low as they could legally be made under the Transportation

#### JULY CROP REPORT

HARVESTING OF WINTER WHEAT IS NOW PRACtically completed, with yields reported above expectations in both the Southwest and the Middle West. Drought and abnormally high temperatures have injured spring-wheat prospects in the Northwest and Canada. Up to the middle of July, corn had grown rapidly, under favorable weather conditions, but at that time needed rain in many localities. This was also the case with cotton.

The Department of Agriculture on July 1 estimated the winter-wheat crop at 558,000,000 bushels, which is an increase of 26,000,000 bushels over the June forecast. Of corn, the preliminary guess is for a harvest of 2,802,000,000 bushels, exceeding last year's production by 180,000,000 bushels.

The July report presents the following figures, which are compared with last year's yields (in bushels):

|                 | 1930          | 1929          |
|-----------------|---------------|---------------|
| Corn            | 2,802,000,000 | 2,622,000,000 |
| Winter wheat    | 558,000,000   | 578,000,000   |
| Spring wheat    | 249,000,000   | 228,000,000   |
| All wheat       | 807,000,000   | 806,000,000   |
| Rye             |               | 40,600,000    |
| Oats            |               | 1,239,000,000 |
| Barley          | 332,000,000   | 307,000,000   |
| Potatoes        | 398,000,000   | 357,000,000   |
| Hay—tame (tons) | 85,400,000    | 101,800,000   |
|                 |               |               |

# OUR TRAFFIC PROBLEMS

#### TRAFFIC AND TRANSPORTATION

BY CHARLES E. BLAINE

Traffic Counsel, American National Live Stock Association

### Formal Complaints Filed with Interstate Commerce Commission

INTERSTATE COMMERCE COMMISSION COMPLAINT No. 23595, C. N. Beeler, Kinsley, Kansas v. Southern Pacific Co. et al., attacks the rates and charges on feeder cattle from Amado, Arizona, to Woodlake and Thatcher, Nebraska. Reparation and reasonable rates for the future are sought.

#### Court Decisions

In Hill v. Great Northern Railroad Co., 287 Pac. Rep. 665, the Supreme Court of Washington held that the shipper may recover for injuries to cattle in transit, due to the railroad's negligence, without giving written notice of the injury before removing the stock from the carrier's possession (sec. 20 (11), I. C. C. act), even though the uniform live-stock contract provided that, before the live stock was removed from the possession of the carrier or mingled with other live stock, the shipper, owner, consignee, or agent should inform the delivering carrier in writing of any visible or manifest injury.

The Court of Civil Appeals of Texas, in C. C. & S. F. Ry. Co. v. Russell, 27 S. W. Rep. (2nd) 608, found that the evidence sustained a finding of carrier's negligent delay in a shipment of cattle. The evidence disclosed that the train left the point of shipment about four and one-half hours late; that the customary time for such shipments to arrive at Fort Worth was from 5:30 A. M. the following day to 8:30 A. M.; and that the cattle in question were not delivered to the consignee at the stock-yards until 10:30 or 10:40 A. M.—too late for the morning market.

#### **Decisions of Interstate Commerce Commission**

In Docket No. 21285, Quinto Ranch Co. v. S. P. et al., the commission found that the rates on feeder cattle from Cutter and Radium, Arizona, to Kingdom, California, were unreasonable to the extent that they exceeded rates prescribed in Arizona Cattle Growers' Assoc. v. A. Ry. Co., 101 I. C. C. 181, for application for the same distances on feeder cattle from points in Arizona to points on the Southern Pacific in California. Reparation was awarded.

In Docket No. 21207, Chapple Brothers v. C. B. & Q. et al., the commission has denied the complainant's petition for rehearing and reconsideration. This case involves the rates on animals for slaughter from points in Montana, Wyoming, the Dakotas, Nebraska, and Minnesota to Rockford, Illinois.

The Interstate Commerce Commission, in Finance Dockets Nos. 7439, 7440, and 7781, has approved the construction by the Great Northern and Western Pacific Railroads of 200 miles

of new line, extending from Klamath Falls, Oregon, to Keddie, California. The new line furnishes a connecting link and a through route between the West and the Pacific coast, in direct competition with the Southern Pacific Company's lines.

An increase of 2½ cents per 100 pounds in freight rates on cattle in carloads, and calves, hogs, and sheep in double-deck cars, between Chicago and New York, has been announced by the commission in a decision dated July 8, in the so-called "Eastern Live-Stock Cases of 1926" (Case No. 16746). The new rate, which is to go into effect on or before October 15, is 53 cents, compared with the rate of 50½ cents established two years ago, which again was a reduction from the previous rate of 56½ cents. Rates from St. Louis and National Stock Yards are not to exceed the rate from Chicago by more than 5 cents.

According to reports, a decision in the case of freight rates on western live stock (Docket No. 17000, Part 9) may not be looked for until after the summer recess.

#### Decision of Railroad Commission of California

In California Live Stock Commission Co. et al. v. Southern Pacific Co. (Case No. 2471) the Railroad Commission of the State of California fixed the same rates on fat cattle, also sheep in double-deck cars, from Calipatria, Rockwood, Brawley, Imperial, El Centro, Heber, Calexico, Orita, Sandia, Verdant, Westmoreland, and Holtville—points in the Imperial Valley of California—to Los Angeles, California, as those prescribed by the Interstate Commerce Commission in Arizona Cattle Growers' Assoc. v. A. Ry. Co., 101 I. C. C. 181, for application between points in Arizona, on the one hand, and points in California, on the other hand.

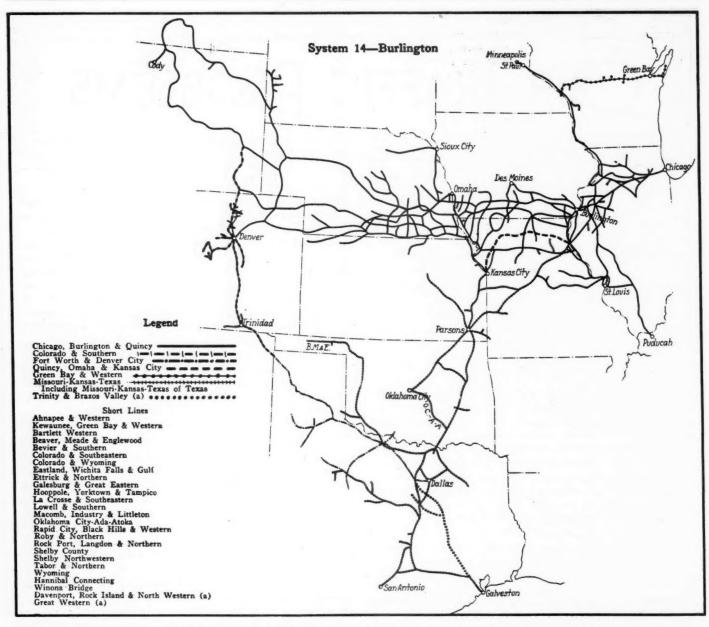
The decision of the California commission makes substantial reductions in the rates. It abolishes the additional charges, ranging from \$3.50 to \$7 per 36-foot car, which have long been added to the basic rates when shipments originated on, or were destined to, points served by branch lines. Moreover, the decision fixes the same rates on fat sheep in double-deck cars as those prescribed for fat cattle in single-deck cars.

#### North Dakota Rail Commission Asks Rehearing

Request that the Interstate Commerce Commission reopen the proceedings respecting the merger of the Great Northern and Northern Pacific Railroads has been made by the North Dakota Railroad Commission. The commission held that the acquisition of the Great Northern and Northern Pacific was "in the public interest." This request follows the argument set forth in the brief of the Minnesota State Railroad and Warehouse Commission that the merger would not be in the interest of the public, but would tend to efface competition in the territory of the two roads.

#### Tariff Changes

Supplement 16 to North Pacific Coast Freight Bureau Tariff 20-D, I. C. C. 231, effective August 9, 1930, carries



extensive reductions in rates on hogs in double-deck cars from numerous points in Montana and a few points in North Dakota to Portland, Oregon, and Vancouver, Seattle, and other points in Washington.

#### RAILWAY CONSOLIDATION

HEREWITH IS THE THIRD OF THE RAILWAY MAPS showing the consolidation plan of the Interstate Commerce Commission as applied to the West. It presents "Sys-

#### GOOD SHORTHORN BULLS

Sire feeder calves that command a premium. Champion feeders at Denver four out of five past years were Shorthorns.

We will assist you to locate suitable Shorthorns.

American Shorthorn Breeders' Association
13 Dexter Park Avenue, Chicago, Ill.

tem 14—Burlington." This system, striking west from Chicago, and including, with the Chicago, Burlington & Quincy, the Colorado & Southern, the Fort Worth & Denver City, and the Missouri-Kansas-Texas railroads, in addition to a number of short lines, serves the states of Illinois, Iowa, Missouri, Nebraska, Kansas, Oklahoma, Texas, Colorado, and Wyoming.

#### **OUR AUDITING DEPARTMENT**

ATTENTION IS CALLED TO THE AUDITING SERVICE of the American National Live Stock Association, under the direction of its traffic counsel, Charles E. Blaine, Phoenix, Arizona, a noted rate expert. This service is prepared to audit freight bills and handle loss-and-damage claims for members of the National Association who do not belong to a state association maintaining such service. The charge is 25 per cent on freight overcharges or reparations, and 10 per cent on loss-and-damage claims. No charge will be made unless a refund is secured.

Write the office of the association, 515 Cooper Building, Denver, Colorado, giving full details in your first letter.

## IE MARKETS

#### LIVE-STOCK MARKET IN JULY

BY JAMES E. POOLE

CHICAGO, ILL., August 1, 1930.

FROM \$16 TO \$10 PER CWT. WITHIN A FEW WEEKS marks sharp depreciation in cattle cost; yet that is what has happened. This, of course, is a comparison on a near-top basis. Back in January a \$17 pinnacle was recorded at Chicago; on the low spot late in July, \$10.50 was out on the limb on the same type of steers. How is this state of affairs to be accounted for?

#### Cattle Prices Drop \$6 in Few Weeks

Returning home by moonlight, an inebriated individual noticed the silvery face of Luna reflected in the still water of a lake. Gazing reflectively, he soliloquized: "You look like the moon. Guess you are the moon. But how did I get up here?" How did the same type of steer that had to be content with \$10.50 on the July market happen to get into the \$17 notch in January? For one thing, \$17 was a storm price, but \$15 to \$16 bought a lot of good steers at a period when storms were not effective, and at no time did the dressed-beef market show signs of congestion. Later on, \$14 to \$15 was the market. Along in May \$14.75 was paid without haggling, and at the end of May \$14.35 was recorded. Early June found a few specialties at \$13 or better, but from that time on the slump was precipitous, as feeders cut fat cattle loose. At \$16 the product sold readily, but when similar cattle were down to a \$10 basis it accumulated on the hang-rail.

#### All Grades Involved in Slump

This is not intended to be a dissertation on choice cattle, which constitute a small proportion of the aggregate supply. An outstanding feature of the trade is spread-widening, involving everything wearing a hide. Back at the high time, killers got few decently fleshed steers below \$11; at the bottom of the break, acres of short-fed and grassy cattle fell to their share at \$6.50 to \$8 per cwt. This is the beef eaten by the masses, and they have certainly not had access to it at the new basis. Cow beef should be cheap, as killers are getting fleshy cows at \$4.50 to \$5.50 per cwt., near-beef grades at \$3.25 to \$4, and canners below the \$3 line. Prediction was made, when the butter market went "flooey," that the stock-yards would be filled all summer with dairy discards; and that expectation has been realized. The bull market has been "shot up," veals have had a terrific slump, and only an apology for a stock-cattle market exists. The trade has wrestled with so many low-grade steers that cow beef could not compete with cheap steer product.

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#### Complete Collapse Experienced at Times

At times the whole cattle market collapsed, with the possible exception of canning and cutting cows, the product of which may be sent to the freezer. The more weight and quality a drove of bullocks carried, the more difficult was the job of getting them over the scales. Good, dry-lot yearlingssteers, heifers, or mixed-could always be sold, at the market,

but the \$10 baby-beef heifer was eliminated, and a raft of butcher heifers sold below the \$7 line. In an "away back when --- " revival, old-timers were under the necessity of ransacking their memories to recall when similar conditions existed in the butcher market.

#### General Industrial Depression Affects Market

The June break was effective in wiping out feeders' margins; July put them into the "red;" but they swallowed a dose of nauseous medicine good-naturedly, consensus of opinion being that loss was incurred when cattle were laid in. The high market of the first three months of 1930 was deceptive, creating an impression that a short crop of cattle would render beef trade immune to vicissitude encountered by other commodities; but it proved to be illusive hope. As the season advanced, a bad industrial situation got no better. Lay-offs were the rule. Automobiles could not be sold, even "Hank" Ford declaring a vacation period for the great bulk of his workers. Railroads reduced working forces to meet declining revenues, building refused to accelerate, and, despite the buoyant yarns of actual or impending prosperity that cluttered up newspaper columns, summer trade disclosed no signs of revival. Hides, lumber, copper—everything in the industrial procession, in fact-moved backward, nothing escaping.

#### Holding Cattle Back Proves Ineffective

The market appealed to the country to shut off cattleloading until beef accumulations could be cleaned up; and the country responded. But such tonic influence produced only negligible effects. Nor did the hue-and-cry about high beef prices get the industry anywhere. To aggravate matters, July introduced a drought that could exert only an unfavorable influence. Torrid temperatures restricted consumption of all meats, especially at the Atlantic seaboard. Usually summer hotel trade creates a July demand for good beef, but this was lacking. Credits for offal and hides steadily diminished, putting an added load on beef.

## For Safety and Comfort

of your animals, after dehorning, or for dressing surface wounds, use



Costs a trifle per head-but too expensive to do without this soothing, protective dressing—guards against the deadly Screw Worm Flies. No other item offers this peculiar and efficient combination of tested ingredients.

1 Gal.....\$ 3.00 ½ Gal. \$2.00 ¼ Gal. 1.00 Gal..... 12.50

We prepay freight or postage in U. S. A. if cash accompanies order.

Made only by The Antiseptic Products Company

3105 Walnut Street

Denver, Colorado

#### Country Buyers Withdrawing

June slaughter was heavy, but, owing to beef-trade conditions, necessitating holding cattle back, production in July was sharply reduced. The market was hurt by practical withdrawal from competition on fleshy, or two-way, steers by country buyers. The high markets of 1928 and 1929 were due in no small degree to this competition, feeders taking away from killers and back to the country thousands of cattle that in this emergency had no other outlet than beef channels. Heavy steers—especially the plain and rough kind—were a veritable drug. Cheap, light cattle could be taken care of, but the "big brutes" were always a bad selling proposition. Many of these cattle overstayed a good market when they were in more desirable condition from the viewpoint of the man charged with responsibility for selling the beef.

#### Superfluous Retailers Going to the Wall

Credits were contracted. "I can sell all the beef I can convert," remarked one of the smaller killers when the market was seriously depressed at the middle of July, "but there is no certainty of making collections. Once a retailer locks his front door, getting a dollar out of him is impossible, as he is usually broke." A weeding-out process in retail circles is in progress. Too many got into that game on unwarranted credits when the spending mania was on.

#### Hogs Do Only Slightly Better

Hogs did better than cattle, but, at that, average cost at Chicago dropped to \$8.50 per cwt. Pork, reputed to be the poor man's meat, always had better action in retail circles than beef. Hog prices reacted sharply at frequent intervals, freshmeat trade was reasonably brisk, and packers reported broad outlets for cured meats, lard being a consistent bad actor. The summer hog crop was moderate, growers having cashed old-crop butchers early, whereas last year they were carried along. The usual grist of packing sows reported, furnishing plenty of heavy lard and meats, and creating a spread of \$2.50 to \$3 per cwt. between big packing grades and choice light shipping hogs. On stiff breaks, the country curtailed hog receipts promptly, exerting a stabilizing influence on values. A fair



### 75% PRINCE DOMINO

You will not find many good sons of Prince Domino left for sale. Three-fourths sons are scarcer. Here is a good yearling you will like, worthy to head your high class herd—

#### **Abner Domino 1744456**

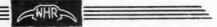
Calved November 27, 1928

| SIRE<br>Prince Domino 499611 | Domino 264259<br>Lady Stanway 9th | Publican 189221 Donna Anna 22d 189218 Beau Brummel 51817 Lady Stanway 6th 46841 |
|------------------------------|-----------------------------------|---|
| DAM<br>Belle Domino 46th     | Prince Domino 499611              | Domino 264259<br>Lady Stanway 9th 171354  |
|                              | Fancy Aster 802740                | Beau Aster 412145 Mary Maid 2d 237278   |

Buy this good son of PRINCE now Other good herd bulls for sale, too

#### WYOMING HEREFORD RANCH

Cheyenne, Wyoming



volume of export trade was done, both in lard and meats, right along.

#### Lambs Follow Downward Procession

Lamb prices skidded downward, despite moderate receipts. Toward the end of July the \$9 quotation on lambs was doubtful. Natives sold at \$8.25 to \$9 under severe sorting, killers adopting the policy of throwing out every buck lamb they could spot in the native supply, and penalizing them \$1 per cwt., which is not unreasonable. Cull lambs went on a \$5 to \$6 basis. All prediction concerning the summer course of the lamb market was realized. Feeders refused to attend a bargain sale, thin western lambs dropping to a \$7 basis under feeble demand, for which Corn Belt drought was partly responsible. At \$3 to \$3.75 the fat-ewe market became stabilized.

#### Market Conditions Discouraging

The course of July live-stock markets, without exception as to species, was discouraging. Prospects at the inception of August were far from luminous.

#### JULY MARKET NOT MUCH TO BRAG ABOUT

J. E. P.

JULY PROSPECTS IN COMMERCIAL LIVE-STOCK circles were anything but reassuring. In stocker trade an impasse existed, for which prolonged and widespread drought over the Mississippi Valley was largely responsible, as replacement cost was down to an attractive basis. Pastures disappeared, no aftermath grew on small-grain stubble, and a recently promising corn prospect was seriously impaired, corn selling above wheat in the pit. Hogs acted better than cattle or ovine stock, actually advancing, in the face of declines in other species. Lambs went to the lowest levels in years. Dressed-beef and lamb markets were burdened with inferior product, necessitating bargain sales to effect clearances. Even on this basis, product met sales resistance. Torrid weather, industrial depression, and other adverse influences shared responsibility.

A mass of low-grade steers damaged cow and heifer trade. Cow beef was a drug in the carcass at \$8.50 to \$13 per cwt., contrasted with \$14 to \$18 a year ago. Common and medium steer beef was difficult to move at \$11 to \$13, contrasted with \$17 to \$21 last year. Good-to-choice 550-to 750-pound steer carcasses sold at \$14 to \$16.50, against \$22 to \$24 in 1929. The only reliable outlet was for 300- to 550-pound yearling carcasses at \$14 to \$17.50, whereas the same types sold at \$22 to \$24 last summer. Credits on hides and other by-product were the smallest in many a long day.

A short summer crop of hogs, together with moderate stocks of product, sustained that trade on a \$9 to \$9.75 basis. Congestion in the fresh-pork market was rare, cured meats moving in satisfactory volume, at profitable prices.

Lamb trade lived up to its advertisement. Prices sagged continuously, with few reactions. During July, values declined \$2.50 to \$2.75 per cwt., until the best western lambs were selling under \$9, and \$8.25 to \$8.50 took a large share of the crop. Dressed lamb wholesaled anywhere from \$12 to \$20 in the carcass, compared with \$18 to \$28 a year ago, and frequent bargain sales at the Atlantic seaboard developed transactions at \$10 or less, over-aged lamb carcasses selling as low as \$5.

A seasonal feeder-lamb market refused to develop even at \$6.50 to \$6.75. Feeders declined to look at lambs weighing from 65 pounds up, forcing packers to clear the crop and overloading the dressed market with light, unattractive product. Top lambs dropped from \$12 to \$9 almost without reaction; feeders, from \$8.50 to \$6.75.

Appeals to the country to participate in bargain sales, both in stock cattle and in sheep, met no response. Between adverse physical conditions and a waiting mood, a case of "nothing doing" developed.

Eventually a turn of the road is inevitable, but not until the drought has been effectively broken will the impasse terminate. Under present conditions, coolers are crowded with the product of cattle and lambs that under normal conditions would go back to the country. Diversion from regular channels, rather than excess supply, is responsible.

The outcome of the maturing corn crop will be awaited with anxiety. Talk of substituting wheat for corn in the feed-box is little short of absurd. Hay is short, and the soybean crop, important over much of the Corn Belt, and used wholly for feeding live stock, will be at least a partial failure.

Cattle back in feeders' hands are an unknown quantity, but must be considerably under the reserve of a year ago. Winter-fed steers moved earlier than last year, when the prospect for holding was more alluring. The usual grist of yearlings will be available, but the excessive 1929 run of overdone cattle from August to November cannot be repeated.

During the past ninety days few fleshy cattle have gone to the country, and the army of light steers taken on from January to April has been moved with all possible celerity, a raft of half-baked light cattle reporting at the market. Eventually supply conditions will change, if the turning-point has not already been reached.

The summer-resort season is a partial failure, affecting beef trade adversely. Touring and camping is the popular outing practice, benefiting poultry and cured-pork trade. Campers use little fresh meat. There has always been a demand for sausage bulls. "Hot dogs" are a popular summer outdoor feed. Canning and cutting cows clear readily, but at the lowest prices in years.

Just a year ago top cattle were selling at \$16.70 on the Chicago market, and killers were getting no decent light steers under \$8.50. Feeders were taking out 1,000- to 1,100pound fleshy cattle at \$12 to \$13, and paying \$9.50 to \$11.50 for stockers. Under present conditions, \$5.50 to \$6.50 is buying light cattle, and stocker trade is on a \$5:50 to \$6.50 basis -for what there is of it.

Purchasing power is lacking. Of course, every pound of product eventually goes into consumption, but under sales resistance.

Diagnosis is easy; remedial measures difficult.

#### FEW GRASS CATTLE HAVE ARRIVED YET

J. E. P.

NOT ENOUGH WESTERN GRASS CATTLE HAD reached Chicago by August 1 to make a dependable market or a reliable set of quotations. Most of them were distressed stock from dry areas that went to the feeder alleys at a range of \$5 to \$7. Killers paid up to \$7.75 for fleshy grass steers. The light stocker delegation sold mainly at \$5.25 to \$6.25, low grades going to killers at \$4.50. Decent 750-pound Montanas went to the country at \$6.25. A drove of 1,080-pound Montana heifers cost killers \$7; 980-pound cows and heifers mixed, \$6; 1,136-pound cows, \$6, with most of the western grass cows at \$4.50 to \$5, cutter grades selling at

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A contrast with market conditions at the corresponding

period of 1929 is somewhat startling. At that time it was a \$9.50 to \$11 market, common western steers earning \$8, and heavy bullocks that had been grained, \$11 to \$12. The country bought 1,100-pound Montana cattle at \$13 for a sixty-day feed, grass cows sold at \$7 to \$9, and the canner-cutter delegation was eligible to \$6 to \$6.75.

#### STEER PRICES COMPARED

J. E. P.

Based on average cost of slaughter steers at Chicago, cows, heifers, and bulls being excluded from this figuring, the market has had a steady downward trend since April, reaching the lowest levels in July since late in 1926. The comparison is interesting (prices per cwt.):

| Week Ending   | 1930    | 1929    | 1927-1929<br>3-Year Av. |
|---------------|---------|---------|-------------------------|
| January 4     | \$12.47 | \$13.05 | \$11.86                 |
| January 11    | 12.95   | 12.92   | 11.93                   |
| January 18    | 12.72   | 12.49   | 11.63                   |
| January 25    | 12.39   | 12.13   | 11.53                   |
| February 1    | 12.36   | 12.07   | 11.61                   |
| February 8    | 12.25   | 11.85   | 11.44                   |
| February 15   | 12.62   | 11.54   | 11.25                   |
| February · 22 | 12.56   | 12.01   | 11.26                   |
| March 1       | 12.41   | 12.35   | 11.51                   |
| March 8       | 12.53   | 12.57   | 11.94                   |
| March 15      | 12.58   | 12.41   | 11.73                   |
| March 22      | 11.96   | 12.81   | 11.69                   |
| March 29      | 12.12   | 12.66   | 11.73                   |
| April 5       | 12.21   | 13.08   | 12.02                   |
| April 19      | 11.76   | 13.68   | 12.24                   |
| April 26      | 11.97   | 13.65   | 12.29                   |
| May 3         | 11.53   | 13.67   | 12.31                   |
| May 10        | 11.34   | 13.69   | 12.27                   |
| May 17        | 10.80   | 13.67   | 12.34                   |
| May 24        | 11.23   | 13.63   | 12.21                   |
| May 31        | 11.17   | 13.75   | 12.42                   |
| June 7        | 11.39   | 13.91   | 12.73                   |
| June 14       | 10.88   | 14.20   | 12.96                   |
| June 21       | 10.28   | 14.31   | 12.98                   |
| June 28       | 9.93    | 14.06   | 13.02                   |
| July 5        | 10.04   | 14.35   | 13.42                   |
| July 12       | 9.84    | 14.77   | 13.72                   |
| July 19       | 9.40    | 14.71   | 13.55                   |
| July 26       |         | 14.76   | 13.74                   |
| August 1      | 9.25    | 14.54   | 13.28                   |

**Herd Bulls** 

Range Bulls

PURE-BRED HEREFORD CATTLE

## PERRY PARK RANCH

LARKSPUR, COLORADO

R. P. Lamont, Jr. Owner

#### COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES SHOWING PRICES ON THE principal classes and grades of live stock at Chicago on August 1, 1930, compared with July 1, 1930, and August 1, 1929:

| SLAUGHTER STEERS:                | Aug. 1, 1930   | July 1, 1930  | Aug. 1, 1929  |
|----------------------------------|----------------|---------------|---------------|
| Choice (1,100 to 1.500 lbs.)     | .\$10.25-11,25 | \$11.50-12.50 | \$15.50-16.75 |
| Good                             | 9.00-10.25     | 10.00-11.75   | 13.25-15.75   |
| Choice (1,100 lbs. down)         | . 10.25-11.25  | 11.25-12.50   | 15.50-16.50   |
| Good                             | . 9.00-10.25   | 9.75-11.50    | 13.00-15.50   |
| Medium (800 lbs. up)             | . 7.50- 9.50   | 8.50-10.25    | 11.25-13.00   |
| FED YEARLING STEERS:             |                |               |               |
| Good to Choice                   | . 9.25-11.25   | 9.50-11.00    | 12.75-16.00   |
| HEIFERS:                         |                |               |               |
| Good to Choice                   | . 8.50-10.25   | 9.25-10.75    | 10.50-14.75   |
| cows:                            |                |               |               |
| Good to Choice                   | . 5.50- 7.75   | 7.00- 9.00    | 8.50-12.00    |
| FEEDER AND STOCKER STEERS:       |                |               |               |
| Good to Choice (800 lbs, up)     | . 6.75- 7.50   | 8.00- 9.75    | 11.50-13.00   |
| Common to Medium                 | . 4.50- 6.75   | 6.00- 8.00    | 9.25-11.50    |
| Good to Choice (800 lbs. down)   | . 6.75- 7.50   | 8.00- 9.75    | 11.50-12.75   |
| Common to Medium                 | . 4.75- 6.75   | 5.75- 8.00    | 9.00-11.50    |
| HOGS:                            |                |               |               |
| Medium Weights (200 to 250 lbs.) | . 9.15- 9.75   | 9.20- 9.45    | 11.15-12.25   |
| LAMBS:                           |                |               |               |
| Medium to Choice (92 lbs. down)  | . 7.00- 9.50   | 8.75-11.25    | 11.25-13.85   |

#### STOCKER-BUYERS ARE SITTING BACK

J. E. P.

INQUIRY COMING TO THE WRITER FROM A TERRItory extending as far east as Pennsylvania and Virginia, and south to Kentucky, is freighted with expressions of anxiety as to when the opportune moment to buy stock cattle will come around. Desire, if not determination, to make the low spot, also to defer purchasing as long as possible, exists. For two years past an impression has prevailed that the last steer in the country was on its way to the feed-lot. Beef-makers have made poor investments, in the light of what happened in the finality of the operation, and the average feeder is looking for a spot to get in that will enable him to recoup recent losses.

FOR SALE IN CARLOAD LOTS

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## **HEREFORD**

Two-Year-Old Bulls

BRED FOR THE RANGE

J. M. Carey & Brother

CHEYENNE, WYOMING

Established 1872

Incorporated 1908

A \$6 to \$7.50 stock-cattle market had its inception in the high prices of 1928 and 1929, the pendulum merely swinging to the other extreme of its arc, as it has a confirmed habit of doing.

Inquiry is of sufficient volume to indicate that money will be forthcoming for cattle-buying purposes when the psychological moment arrives, the fact being that the whole corngrowing region is short of raw material. At this time last year the bovine population of the corn states was considerably heavier than at present, as grazing conditions were better and the stock-cattle movement during the May-to-July period 20 to 30 per cent heavier. This year the country laid in light cattle heavily from January to March, but for the past ninety days has been tumbling them into the market hopper to an extent that has aggravated a bad fat-cattle situation. Unless the rule is reversed, there will be fewer fat cattle to go to the butcher during the September-to-December period than in 1929; and when this is realized, a demand for fleshy steers will develop. Create that demand, and the whole situation will change-probably overnight.

At this writing, an army of feeders is on the alert for opportunity to replace cattle. The man who vows that he has "fed his last steer," intending to conserve his money hereafter, is not to be taken seriously. Usually, when he is vociferous on that subject, he is actually on his way to the stocker alleys to look around, if not to take home a load or two. The "wise guys" have been picking up cattle during the past thirty days at prices so low, compared with quotations of the corresponding period of 1929, that it looks like "murder;" and, if these purchases do not pay out, there is no hope for humanity here or in the hereafter.

Cognizance must be taken of the fact that July was a droughty month everywhere. Pasture almost disappeared, except in meadows where cattle were run in preference to cutting hay, and an impaired corn prospect accentuated a determination to wait. Early-bought cattle can be grazed down in cost before going into the feed-lot only when grass is reasonably plentiful, and out-of-door feed has been the exception. July was a rainless month all over the Corn Belt, and, to make matters worse, fat-cattle values declined about \$2 per cwt.

There will be a low spot in stock-cattle trade, if it has not already passed. Put 'em up a dollar, and a buying rush would ensue. That eventuality may look impossible, but it has happened, and will happen again.

For one thing, the country will be more selective than in recent years. Quality will get more consideration. A profitable two-season market for light cattle, regardless of ancestry or conformation, has cured the country of the blind buying habit. A common steer may be a good investment, but not at any old price. A feeder cannot pay enough money for common cattle to pay the grower enough to let him out, and that is what has happened in recent years. This season the man caught with \$5.50 to \$7 common steers in his feed-lot has either flirted with the sheriff or actually felt his clutches.

The present somnolent cattle market may come to life at any moment. The great majority of potential buyers has been awaiting the low spot, and that it will slip past them is as certain as that we shall soon be involved in the turmoil of another congressional election. When the inevitable upturn begins, the aforesaid majority will sit up and take notice. Expect an active September and October trade, as by that time the country will be covered with fall feed, and, if present indications are reliable, there will be assurance of a big corn crop. There can be no 50-cent corn, on account of a dry July, but 65 cents is a probable figure. The crop will be matured far in advance of frost, and will have excellent feeding quality, insuring good gains.

Practically no pasture-contracting had been done up to August 1. The crop will change hands at the markets this season, which will be more satisfactory to feeders, who have been buying wild recently. The speculator is taking a season off, for obvious reasons.

#### LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES SHOWING RECEIPTS, SHIPments, and slaughter of live stock at sixty-four markets for the month of June, 1930, compared with June, 1929, and for the six months ending June, 1930 and 1929:

#### RECEIPTS

|           | Ju        | ne        |            | hs Ending<br>ine |
|-----------|-----------|-----------|------------|------------------|
|           | 1930      | 1929      | 1980       | 1929             |
| Cattle*   | 995,823   | 967,736   | 6,154,011  | 6,146,662        |
|           | 463,599   | 474,679   | 2,978,716  | 3,000,441        |
| HogsSheep | 3,214,568 | 3,274,892 | 21,558,205 | 22,856,643       |
|           | 2,229,644 | 1,752,152 | 12,650,491 | 10,886,065       |

#### TOTAL SHIPMENTS†

|         | Ju                   | ne                   | Six Month<br>Ju      |                      |
|---------|----------------------|----------------------|----------------------|----------------------|
|         | 1930                 | 1929                 | 1930                 | 1929                 |
| Cattle* | 360,010              | 388,629              | 2,566,222            | 2,489,865            |
| Calves  | 136,024<br>1,081,659 | 141,517<br>1,150,529 | 861,252<br>8,316,169 | 831,326<br>8,467,718 |
| Sheep   | 955,184              | 742,280              | 5,479,828            | 4,991,459            |

#### STOCKER AND FEEDER SHIPMENTS

|                     | June                                   |  | Six Month<br>Ju                            |  |
|---------------------|--|--|--|--|
|                     | 1930                                   | 1929                                   | 1930                                       | 1929   |
| Cattle* Calves Hogs | 108,406<br>20,736<br>40,459<br>216,219 | 156,823<br>18,680<br>53,165<br>225,762 | 1,048,607<br>174,557<br>296,854<br>817,499 | 1,100,048<br>119,306<br>350,534<br>1,078,271 |

#### LOCAL SLAUGHTER

|         | June      |           |            | hs Ending<br>ine |
|---------|-----------|-----------|------------|------------------|
|         | 1930      | 1929      | 1930       | 1929             |
| Cattle* | 624,883   | 571,659   | 3,517,024  | 3,589,276        |
| Calves  | 328,303   | 335,135   | 2,119,048  | 2,166,332        |
| Hogs    | 2,123,177 | 2,124,149 | 13,233,326 | 14,371,230       |
| Sheep   | 1,263,492 | 1,020,187 | 7,159,566  | 5,889,864        |

\*Exclusive of calves.

†Including stockers and feeders.

#### HIDE TRADE REMAINS INACTIVE

J. E. P.

MONEY IS AS ELOQUENT IN THE HIDE MARKET as elsewhere. Buyers have been cracking the whip right along. An occasional rally has failed to last overnight, being similar in that respect to temporary bulges in cattle prices. The fact is patent that during the long tariff wrangle hides and leather interests stocked to the limit with duty-free foreign goods, and are in a position to go a long distance before any indication of a seller's market will be possible. Manufacturers are liquidating, rather than turning out new goods in

which money must be invested, with no assurance of a prompt turn-over. Tanners, shoemakers, and the raw-material users are keeping their weekly labor bill down to the lowest possible level; and labor, rather than raw material, is what counts with the manufacturer in these piping times. Organized labor refuses to move an inch in the direction of compromise on the wage question, and the manufacturing situation will not change while that attitude toward a major economic problem is preserved.

Low hide and leather prices have failed to put machinery in motion. The public is buying shoes sparingly, and the cobbler is busy all over the country extending the usefulness of footgear that recently would have been consigned to the scrappile. August shoe sales, extensively advertised, were not stimulated by cut prices, indicating the buying attitude of a large element of the shoe-wearing public.

Whenever packers make a clean-up, they are under the necessity of taking off half a cent. By this steady process of attrition, light native cows have declined to 11 cents; branded cows, to 10 cents. Bull hides are down to 6 to 7 cents, and independent packers are selling all-weights at 11 to 11½ cents. The best packer hides are quoted at 13½ cents, last sale, with tanners bidding 13 cents for the next batch.

South American markets are still declining, with no sign of a stable trading basis in the offing. What influence the tariff will exert must be left to conjecture, but it cannot become effective until present stocks are reduced. These stocks are heavy, both in packers', tanners', and leather-venders' hands. Shoe production during the first half of 1930 was about 5,000,000 pounds less than in 1929, and is not increasing. Hides are around 5 cents per pound lower than a year ago, and leather-goods trade does not warrant optimism.

#### REGISTERED

## HEREFORD CATTLE

T. E. MITCHELL & SON
Tequesquite Ranch
ALBERT, NEW MEXICO

#### BRAHMAN BULLS

Now is the time to obtain that Brahman bull calf, registered under the rules of the American Brahman Breeders' Association. For information and prices address

SARTWELLE BROS., 216 West Bldg., Houston, Texas

#### WHOLESALE MEAT PRICES

WHOLESALE PRICES ON WESTERN DRESSED meats at Chicago on August 1, 1930, compared with July 1, 1930, and August 1, 1929, were as below (per cwt.):

#### FRESH BEEF AND VEAL

| 4 4000      | 7 1 4 4000  | 4 4000   |
|-------------|---|--|
|             | July 1, 1930  | Aug. 1, 1929   |
| 14.50-15.50 | \$16.00-17.50   | \$23.50-24.00  |
| 13.00-14.50 | 15.00-16.00   | 22.00-23.50  |
|             |   |  |
| 14.50-16.00 | 17.00-18.50   | 23.50-24.50  |
| 13.00-14.50 | 15.00-17.00   | 22.50-23.50  |
|             |   |  |
|             | 17.00-19.00   | 23.50-24.50  |
| 14.00-15.00 | 16.00-17.00   | 22.00-23.50  |
|             |   |  |
| 10.00-12.50 | 12.00-13.00   | 17.00-18.00  |
|             |   |  |
|             | 17.00-18.00   | 25.00-26.00  |
| 15.00-16.00 | 15.00-17.00   | 23.00-25.00  |
|             | Aug. 1, 1930<br>\$14.50-15.50<br>13.00-14.50<br>14.50-16.00<br>13.00-14.50<br>15.00-17.00<br>14.00-15.00<br>10.00-12.50<br>16.00-18.00<br>15.00-16.00 | \$14.50-15.50 \$16.00-17.50<br>13.00-14.50 15.00-16.00<br>14.50-16.00 17.00-18.50<br>13.00-14.50 15.00-17.00<br>15.00-17.00 17.00-19.00<br>14.00-15.00 16.00-17.00<br>10.00-12.50 12.00-13.00<br>16.00-18.00 17.00-18.00 |

#### FRESH LAMB AND MUTTON

| LAMBS (38 lbs. down):  |               |               |               |
|------------------------|---------------|---------------|---------------|
| Choice                 | \$17.00-19.00 | \$23.00-25.00 | \$27.00-28.00 |
| Good                   | 15.00-17.00   | 21.00-23.00   | 26.00-27.00   |
| LAMBS (39 to 45 lbs.): |               |               |               |
| Choice                 | 17.00-19.00   | 23.00-25.00   | 27.00-28.00   |
| Good                   | 15.00-17.00   | 21.00-23.00   | 26.00-27.00   |
| EWES:                  |               |               |               |
| Good                   | 11.00-12.00   | 9.00-11.00    |               |

#### FRESH PORK CUTS

| LOI | NS | :  |     |               |               |   |
|-----|----|----|-----|---------------|---------------|---|
| 8   | to | 10 | lbs | \$22.00-25.00 | \$19.00-22.00 |   |
| 10  | to | 12 | lbs | 20.00-23.00   | 19.90-21.00   | *************************************** |
| 12  | to | 15 | lbs | 14.50-18.00   | 16.00-18.00   |   |



Prepaid Prices: Qt., \$1.00; Half Gal., \$2.00; Gal., \$3.00; 5-Gal. Can, \$12.50.



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#### WILL C. BARNES D'HORNER

Cups out the horn button. Quick and humane. No horn stubs grow out. Cutting blades of tempered tool steel. Money back if not satisfied.

Genuine Imported

#### **Burdizzo Castrators**

These instruments do the work successfully. Safe and sure. No bleeding or bad after-effects. Let us send full information.

#### Franklin Blackleg Serum Co.

Denver Fort Worth El Paso Marfa Amarillo Wichita Kansas City Rapid City Santa Maria Alliance Calgary

#### HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY OF STORAGE HOLDINGS OF frozen and cured meats on July 1, 1930, as compared with July 1, 1929, and average holdings on that date for the last five years (in pounds):

| Commodity       | July 1, 1930 | July 1, 1929 | Five-Year<br>Average |
|-----------------|--------------|--------------|----------------------|
| Frozen beef     | 46,635,000   | 35,759,000   | 27,345,000           |
| Cured beef*     | 20,092,000   | 16,296,000   | 20,313,000           |
| Lamb and mutton | 4,828,000    | 3,061,000    | 1,955,000            |
| Frozen pork     | 174,347,000  | 247,815,000  | 208,705,000          |
| Dry salt pork*  | 108,230,000  | 163,805,000  | 164,530,000          |
| Pickled pork*   | 395,806,000  | 430,317,000  | 415,246,000          |
| Miscellaneous   | 88,000,000   | 81,132,000   | 67,682,000           |
| Totals          | 837,938,000  | 978,185,000  | 905,776,000          |
| Lard            | 120,957,000  | 199,699,000  | 165,588,000          |

\*Cured or in process of cure.

#### HIGHER WOOL VALUES NOT LIKELY IN NEAR FUTURE

J. E. P.

DESPITE MORE OR LESS POSITIVE ASSURANCE from the reputed and self-styled wool authorities—and their name is legion—the market continues inactive and uncertain. Statisticians have been eloquent on the theme, "Passing of the World's Wool Crisis;" specifying, however, that rapid price improvement is improbable. "Wait awhile," appears to be the trade slogan.

Restricted marketing will be as necessary in the case of wool as in wheat, as there is more than enough to go around. Forcing any considerable quantity into the market can have but one result—lower prices. Live stock must go; wool can be held.

In the West, trade in new-clip wools has dropped to small volume. Eastern lofts have been amply replenished, and dealers are showing their wares.

What the wool market needs right now is volume, which in turn requires credit and confidence. Once let the trade realize that bottom has been reached, and investment is inevitable. Once an investment demand appears, volume may be slow, but it is inevitable.

Unless all the handwriting on the wall is illegible, an investment basis has been reached. Already the trend of strictly staple, fine selected wools is less in favor of the buyer, and both half-bloods and mediums are moving at steady prices. Buyers are not actually in quest of wool, but less peddling has been necessary. At foreign markets, although withdrawals have been heavy, values have steadied.

Of course, much of the literature extant is camouflage. It is written in the interest of dealers anxious to sell wool, abounding with such terms as: "Market has taken a definite upward trend;" "The worst is behind;" "Quiet buying increases confidence;" and so on, with little variation. It must be realized that the fabric market is slow, that retailers are forcing clothing sales, and that the public is not in spending mood. Current business favors finer wools, North America having entered the Australian sale sphere. There is more or less haziness about actual prices at eastern markets, owing to indisposition to report sales. Twelve-months Texas is said to have realized 72 and 73 cents, clean, but nobody vouches for the figures. There is lack of accurate information concerning prices of fleece wools.

## TRADE REVIEW

#### FOREIGN COMMERCE SHOWS REDUCED TOTALS

ONTINUING DECLINES MARKED OUR FOREIGN trade in June. Exports were the smallest since July, 1924, while imports fell below those of any month since April, 1922. For the whole fiscal year ending June 30, 1930, exports show a decrease of 12.5 per cent from the previous year, and imports declined by 10 per cent. The following table gives the amounts for the month of June and the six months ending June, 1930 and 1929:

|                    | Ju                           | ne                           | Six Months                       | Ending June                      |
|--------------------|------------------------------|------------------------------|----------------------------------|----------------------------------|
|                    | 1980                         | 1929                         | 1930                             | 1929                             |
| Exports            | \$299,000,000<br>250,000,000 | \$393,186,000<br>353,403,000 | \$2,082,156,000<br>1,735,959,000 | \$2,623,245,000<br>2,286,353,000 |
| Excess of exports. | \$ 49,000,000                | \$ 39,783,000                | \$ 346,197,000                   | \$ 336,892,000                   |

#### EXPORTS OF MEAT PRODUCTS

EXPORTS OF MEAT, MEAT PRODUCTS, AND ANIMAL fats from the United States for the month of June and the six months ending June, 1930, as compared with the corresponding periods of the previous year, were as below (in pounds):

#### BEEF PRODUCTS

|               | June      |           | Six Months Ending<br>June |            |
|---------------|-----------|-----------|---------------------------|------------|
|               | 1930      | 1929      | 1930                      | 1929       |
| Beef, fresh   | 270,197   | 231,274   | 1,420,431                 | 1,507,692  |
| Beef, pickled | 1,554,686 | 998,847   | 6,194,697                 | 5,044,936  |
| Beef, canned  | 147,886   | 264,143   | 1,137,143                 | 1,313,858  |
| Oleo oil      | 3,605,813 | 3,585,976 | 26,162,918                | 33,278,762 |
| Totals        | 5,578,582 | 5,080,240 | 34,915,189                | 41,145,248 |

#### PORK PRODUCTS

|                    | June       |             | Six Months Ending<br>June |             |
|--------------------|------------|-------------|---------------------------|-------------|
|                    | 1930       | 1929        | 1930                      | 1929        |
| Pork, fresh        | 1.104.209  | 745,474     | 11,247,968                | 6,016,135   |
| Pork, pickled      | 2,887,913  | 3,958,799   | 17,769,493                | 22,723,327  |
| Bacon              | 6,413,244  | 12,760,654  | 60,694,257                | 72,721,328  |
| Cumberland sides   | 478,834    | 696,797     | 2,792,990                 | 3,376,862   |
| Hams and shoulders | 12,157,887 | 12,571,347  | 67,872,815                | 67,655,875  |
| Wiltshire sides    | 212,214    | 706,354     | 3,178,589                 | 2,660,354   |
| Sausage, canned    | 81,383     | 122,101     | 806,865                   | 1,136,442   |
| Lard               | 56,656,087 | 67,251,997  | 375,050,837               | 417,219,816 |
| Lard compounds     | 143,422    | 309,345     | 1,262,142                 | 1,814,010   |
| Neutral lard       | 1,031,568  | 1,013,783   | 7,853,825                 | 9,609,971   |
| Totals             | 81,176,761 | 100,136,651 | 548,529,781               | 604,934,120 |

#### Reduced Production of Wheat in France

Unfavorable weather conditions have adversely affected prospects for the French wheat crop, both in quantity and in quality. Estimates of the yield range from 225,000,000 to 285,000,000 bushels, or more than 100,000,000 bushels under last year's harvest.

## FOREIGN

#### NOTES FROM FOREIGN LANDS

#### Rhodesia as a Meat-Exporter

Rhodesia as a competitor with Argentina in the English chilled-beef trade is one of the results foreseen from the proposed construction of a railroad connecting Palapye in Bechuanaland with Windhoek, the capital of British Southwest Africa. A railroad extends from the latter place to the Atlantic Ocean.

#### Compulsory Organization of Australian Graziers

A bill for the organization of the graziers of Queensland into an association in which membership would be compulsory will be considered at the annual meeting of the United Graziers' Association in August. If the project is approved, and the bill is passed by Parliament, it is to be submitted to the graziers, and will not be enacted unless at least three-fifths of these favor it.

#### Skinning Cattle by Compressed Air

A new method of skinning cattle has been adopted in Zurich, Switzerland. After killing and bleeding, the carcass is laid on a trestle, and a nozzle, through which compressed air is applied, is inserted through the skin near the rump. Inflation, at twenty-eight pounds to the square inch, continues until the skin is nearly freed from the carcass. It is then cut down the middle and insides of the legs, after which it almost falls off of itself.

"I like THE PRODUCER fine."-JOHN E. WILSON, Ancho, N. M.

"This office makes every effort to keep in close touch with the live-stock industry, and finds The Producer very useful in this respect."—W. H. Hilts, director, Division of Animal Industry, State Board of Stock Commissioners, Reno, Nev.

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# THE BULLETIN BOARD

#### SOIL COLOR AS CLUE TO CONTENTS

The color of soils is often a good clue to the presence or lack of desirable qualities, says W. O. Robinson, of the Department of Agriculture. Different colors in soils are caused by differences in composition, but the soil with the greatest amount of colored constituents, as revealed by analysis, does not always have the deepest color, because the constituents of the soil are not always in proper combination to make them noticeable.

"A black soil is usually a rich soil, and in general the darker the soil the more productive it is," says Mr. Robinson. "Black color is due to organic matter, in combination with lime. The actual quantity of organic matter may be small, but,

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GEO. BOWMAN Concordia, Kan.

if it is saturated with lime or other bases, it makes a most favorable condition for plant growth.

"Organic matter also colors soils brown. Such soils are generally acid, and the organic matter, while it may be abundant, is not saturated with lime. A reddish-brown color ordinarily indicates the presence of organic matter and iron oxide. Examples of such soils are the prized mahogany lands of the South.

"Red and yellow soils owe their color to the iron oxide they contain in the free state. Experience has shown that the coloring matter is in the clay or finest matter in the soil. This clay is largely made up of silica, alumina, iron oxide, water, and organic matter. The color does not depend primarily upon the total quantity of iron present, as the percentage of this mineral varies little in the clay of surface soils, regardless of color. Reddish soils are usually rated high for farming."

White or light-colored soils are not regarded favorably for farming, except for special crops, according to Mr. Robinson, as such color shows a lack of important constituents. Very light-colored soils are generally sandy, and contain neither the clay nor the organic matter necessary to absorb and retain plant food and water.

#### WARTS ARE TRANSMISSIBLE

At last the Department of Agriculture has stripped the inelegant wart of some of its mystery by proving that it can be transmitted from one animal to another, says a government writer.

Dr. Gilbert T. Creech—the veterinarian who proved that warts are "catching"—explains that they are probably caused by a filterable virus, which is the scientist's term for a form of life so small that it cannot be distinguished in any way except by its damage. Positive evidence that some form of life causes the warts, however, is yet lacking.

Warts from the hides of slaughtered cattle were finely ground with salt solution, and applied to the scratched skin surfaces of calves. In some cases the solutions were injected into the skin with a hypodermic needle. Nearly three out of four calves thus treated contracted warts.

One large slaughter-house has estimated that 15 to 25 per cent of the cat-

tle coming through its abattoir at certain seasons have warty hides. Each wart means a hole in the leather. The yearly loss because of warty hides is of considerable importance to the leather industry. Large, pendulous warts on calves often sap their strength and interfere with their growth.

#### LONG-LIVED WEED SEED

Fifty years ago, Dr. W. J. Beal, of the Michigan experiment station, buried a lot of different kinds of weed seed, we read in Wallaces' Farmer. Every ten years some of these seeds are dug up, and an attempt is made to germinate them. Strange to say, some of the seed which did not grow at the end of five or ten years germinated to some extent at the end of forty years.

"Foxtail lived for thirty years, but has not been growing since. Two-thirds of the tumbleweed seeds were still germinable after forty years. Curled-dock seed has a much longer life than any one might suspect, and was 18 per cent germinable in the fortieth year. Several weed seeds will not live for even five years, but a great many of them will retain at least some vitality for thirty or forty years."

Dr. Beal, over fifty years ago, made the first carefully conducted scientific crosses of corn varieties.

### IMPROVED MACHINERY REDUCES FARM LABOR

When wheat was harvested with a sickle and threshed with a flail, from thirty-five to fifty hours of labor were required for harvesting and threshing an acre with a yield of fifteen bushels. The introduction of the cradle saved about ten hours per acre. At present farmers in the Great Plains use from four to five hours in harvesting an acre of wheat with a binder and threshing from the shock with a stationary thresher; from three to four hours when the crop is harvested with a header and threshed with a stationary thresher; and an average of three-fourths of an hour when the combined harvester-thresher is used.

#### GRAFTING NEW VIGOR ON SHEEP

THE PRODUCER a couple of years ago told of the experiments of Dr. Serge Voronoff, noted Russian exponent of rejuvenation, in grafting glands on sheep with a view to increasing their wool and meat production. After six months of research work in Asia, continuing his

studies in Algeria, Dr. Voronoff the other day arrived in San Francisco, well satisfied with the results he has obtained.

Discussing his methods with representatives of the press, he said:

"Several years of experimental work among the sheep herds of Algeria convince me that my methods are sound. I found that by transplanting a third genital gland into a lamb it was possible to increase the yield of flesh and wool on that particular animal by 25 and 2½ pounds, respectively. We take glands from animals that are to be slaughtered for meat, and graft them into baby aniprocess works as well with cattle and swine as with sheep, in all cases producing a greater amount of superior meat."

#### PRODUCER'S SHARE IN LIVE-STOCK DOLLAR

On the authority of the Bureau of Railway Economics, out of every dollar paid by purchasers for live stock during 1929 the producer received 94.3 cents, 3.7 cents being expended for freight and 2 cents for other distribution charges, such as commissions, yardage, feed, and bedding. In 1924 the amount going to the shipper was 91.4 cents, 5.6 cents being spent for transportation and 3 cents for other costs.

#### FARM WAGES DECLINE

A 2 per cent decline in farm wages from April 1 to July 1 is reported by the Bureau of Agricultural Economics. This decline, in sharp contrast to the usual seasonal advance of 6 per cent for the period, brought the index to the lowest July level recorded since it was first compiled in 1923. At 160 per cent of the pre-war level on the first of this month, the index was 13 points lower than a year ago. All classes of wagesper month and per day, with or without board-were involved.

The supply of farm labor on July 1 was the largest reported by farmers in any month covered by available records. Apparently unemployed industrial workers have turned to the country in search of a livelihood. The reports indicate a supply of farm labor 103.4 per cent of normal. Last year a supply only 92.3 per cent of normal was reported on this date.

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#### UNIVERSAL PRICE DECLINE

The extent to which the present sharp decline in commodity prices is worldwide is shown in the following table, printed in Bradstreet's, comparing whole-

sale price indices in leading countries for April-May this year with those of 1929, on the basis of pre-war gold values:

|                       | 1929 | 1930 | Per Cent<br>Change |
|-----------------------|------|------|--------------------|
| United States         | 137  | 128  | - 6.6              |
| United Kingdom .      | 136  | 122  | -10.3              |
| France                |      | 112  | -11.1              |
| Germany               |      | 126  | - 7.4              |
| Italy                 | 132  | 114  | -13.7              |
| Belgium               | 124  | 112  | - 9.7              |
| Holland               | 144  | 122  | -15.3              |
| Sweden<br>Switzerland | 141  | 124  | -12.1              |
| Switzerland           | 140  | 129  | - 7.9              |
| Poland                | 116  | 103  | 11.3               |
| Czechoslovakia        | 137  | 120  | -12.5              |
| Austria               | 134  | 119  | -11.2              |
| Hungary               | 136  | 100  | -26.5              |
| Japan                 | 225  | 193  | -14.3              |
| Egypt                 | 120  | 101  | 15.8               |
| Canada                | 144  | 140  | - 2.8              |
| Peru                  | 185  | 170  | - 3.3              |
| Australia             |      | 146  | <b>—</b> 7.6       |

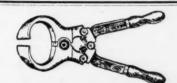
#### REFORESTATION IN 1929

Reforestation in the United States last year restored to tree growth a total of 111,175 acres, the Forest Service reports. This included the planting of 31,430 acres by twenty-one states and two territories, 5,920 acres by municipalities, 25,088 acres by industrial organizations, 539 acres by schools and colleges, and 1,516 acres by other organizations. Farmers planted 24,825 acres to wind-breaks and wood-lots, and other individuals planted 3,650 acres. The Forest Service planted 18,207 acres of land on national forests last year.

#### CARELESSNESS ATTRACTS ENGLISH SPARROW

If English sparrows are overabundant, it may be the result of carelessness, explains the Bureau of Agricultural Economics. The sparrows are canny foragers and flock to a locality offering abundant feed. There they multiply at an alarming rate. Carelessness in feeding poultry, a knothole in the granary floor, open doors and windows in farm buildings, or openings at the eaves createconditions that attract sparrows. Block the entries to their favored nesting places, and the birds are less likely to be troublesome.

The next step in sparrow control includes the destruction of sparrow nests. Because the birds are active breeders, it is necessary to make the rounds every ten or twelve days throughout the breeding season.



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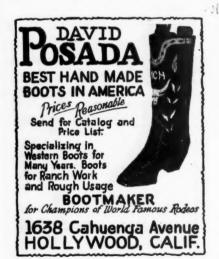
We invite investigation. Write to any farmer or feeder who is a user of PENDER, NEBRASKA and Dipping Machine.

# UND THE RANGE

#### RANGE AND LIVE-STOCK REPORT FOR JULY

Ranges .- A material decline in range conditions was reported during June in Montana, Wyoming, South Dakota, Colorado, and New Mexico, says the Denver office of the Bureau of Agricultural Economics. North Dakota showed some improvement. While ranges in Utah, Arizona, and California were not so good as reported a month previously, they were in much better condition than at the corresponding time last year. It had been very dry and hot in most of the states east of the divide. In addition to poor range prospects, the hay crop would likely be short in Montana and Wyoming.

Cattle.-Cattle were generally in good condition. In a few states, such as North







Dakota, Oklahoma, and Texas, they showed some improvement. In the states west of the Continental Divide they were in much better shape than a year ago. Calf crops had generally been good, and losses of both cattle and calves had been light. With prices much below a year ago, country trading had been almost at a standstill.

Sheep .- As in the case of cattle, the condition of sheep showed very little change from the previous report, although some improvement was noted in North Dakota and Texas. In the states west of the Continental Divide, sheep were in much better condition than a year ago. In states east of the divide they could not maintain their present condition unless the drought prevalent there was relieved soon. Prospects were for a good lamb crop in all states except Texas, with losses rather light. No contracts of fall lambs had been reported, as offers were apparently unsatisfactory to the grower. Wool sales had continued rather slow, with much of the wool being consigned.

#### LAMB CROP LARGER THAN LAST YEAR

An increase of about 9.5 per cent in the season's lamb crop for the thirteen western range states over the figures for 1929 is indicated in the July report issued by the Bureau of Agricultural Economics. This represents some 1,600,000 head. All the states in the group show increases except Texas, where the crop is slightly smaller than last year. The average percentage of lambing has been 81, against 77 the previous season.

In the United States as a whole approximately 8 per cent more lambs were born this spring than last.

Very few lambs have been contracted for late summer and fall deliveries.

#### WOOL PRODUCTION IN 1930

Wool shorn in the United States in 1930 was 327,989,000 pounds, according to a preliminary estimate issued by the Department of Agriculture. This is 19,-042,000 pounds, or 6 per cent, more than the 308,947,000 pounds shorn in 1929. The increased production was due both to a larger number of sheep and to an increase in the average weight of fleeces. The number of sheep shorn this year was 41,930,000 head, compared with 40,-425,000 in 1929, while the average weight per fleece was 7.8 pounds this year and 7.6 last year.

Wool shorn in the thirteen western range sheep states, including South Dakota and Texas, which produce nearly 75 per cent of the total, was 242,849,000 pounds this year and 226,872,000 pounds a year ago.

#### THE SPICE-BOX

Silent Mischief .- A. H. writes: "The mosquito is like a child: the moment he stops making a noise you know he is getting into something."—Boston Tran-

A Natural Question.—Sleek Club Member—"I've just been sitting for my picture in oils."

The Other—"What are you being painted as—a sardine?"— Humorist (London)

A Far-Seeing Negro.—A negro employee was being questioned during an investigation after a trespasser had been killed when he fell from a moving train.

"Did you see the man on the train?
"Yes, suh."

"Where was he?"
"Bout thuty cahs back from de engine."

"Where were you?"

"On de back end of de tendah of de engine."
"What time of night was it?"
"Bout 'lebben o'clock."

"Do you mean to tell me that you saw that man thirty car lengths away at eleven o'clock at night?"
"Yes, suh."

"How far do you think you can see at night?"

"Bout a million miles, I reckon. How fah is it to de moon?"—Toronto Daily Mail and Empire.



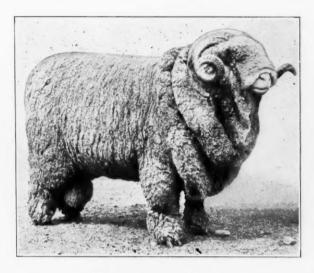


The Fifteenth Annual

# National Ram Sale

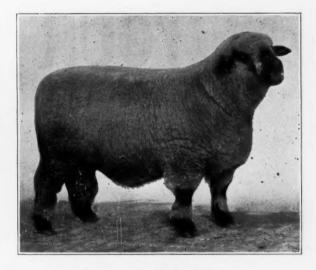
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